



JUNE 2022

EXIT SOUTHEAST

Monthly Newsletter

Did you know?

June is [National Homeownership Month](#), a time to celebrate the benefits that homeownership brings to families, neighborhoods, and communities across America!

In this edition:

A Message from Kenny & Stacy

- Kenneth Lynn & Stacy Strobl, Regional Owners



Summertime has officially started and things are definitely heating up throughout EXIT Southeast! Just take a look at the latest growth and rankings – wow, we are SO impressed! Congrats!

It is so appropriate that the broker/owner feature for this month’s newsletter focuses on making a positive difference daily with EXIT Ryan Scott Realty’s President/Broker of Record George Corey. This is something we are driven to do and we see you doing it too!

We’d be remiss if we didn’t mention what has been impacting us all in the last week. The market is changing but it is an adjustment to the historically low interest rates of the past ten years. This is to be expected and it is not a recession. You can be ready, flexible and strong in your response. And, congratulations! You are in the right place with the right company to keep you rocking and rolling. EXIT Realty has given you all the tools you need in your toolbox and we’ve put the icing on the cake adding in our upcoming Rally in Orlando’s Universal Studios! There will be a lot of training, networking, fun, dinosaurs and minions! Follow along on all our social media for the latest updates!



JOIN US IN Orlando



EXIT Ryan Scott Realty – Making Positive Differences Daily

EXIT Ryan Scott Realty serves clients in Miami, Dade, Broward and Palm Beach Counties while making a difference in lives daily throughout their community says company president and broker of record, George Corey.

Making Positive Differences In Lives Daily

With almost four decades of real estate industry experience as well as a proven businessman, George was the keynote luncheon speaker for the Harvard Business School Alumni Association, the real estate editor for the Palm Beach County WPBT Weekly Business Review and executive vice president of Coldwell Banker, instrumental in growing 3,700 offices.



His story is also about surviving cancer, living to tell the tale and dedicating his life to making a positive difference in the lives of his 60+ agents, clients and community

“On June 7 of this year, it has been 22 years since that first cancer diagnosis with 30 days to live. Because I lived for some reason, I wanted to spend the rest of my life making a positive impact on others and had to find a company that didn’t just talk about supporting agents but does it,” George said.

In the early 2000s, multiple companies wanted George to open a franchise and he actually signed an agreement with GMAC.

“A couple of my former brokers at Coldwell joined EXIT and said George please don’t do anything until you talk with EXIT. I thought, what a silly name, not interested. They asked me to trust them. I found out more, and, during my right of rescission period, I canceled my deal with GMAC because EXIT was giving me an opportunity to do what really mattered – make a positive difference in people’s lives. The money is important but that is not what drives me. What really drives me is looking at the difference I might make in an agent’s life. This is the reason I’m still working,” George said.

“I found out more, and, during my right of rescission period, I canceled my deal with GMAC because EXIT was giving me an opportunity to do what really mattered – make a positive difference in people’s lives.”
– George Corey

George said there are several ways in which EXIT RSR operates differently as a franchise.

“We are fiduciaries not facilitators. Other companies have customers, we have clients. We are required by law to be obedient to our client, give them full disclosure, full confidentiality and to be loyal to our client and no one else – something you won’t see with transaction brokers,” George explains.

EXIT Culture of Support Matters

A culture of support means a lot to EXIT RSR from local to regional and corporate.

“At EXIT RSR, we are family and I don’t just say that I mean it,” says George. “As Regional Owners, Kenny (Lynn) and Stacy (Strobl) are a breath of fresh air. They are aggressive, supportive, responsive and they are always rocking and rolling which motivates the rest of us. Last year’s EXIT Southeast Rally was important to us. I’ve been doing this for 39 years and it gives me a shot in the arm and reminds me of why I am here. I’ll be trying to get as many agents there as possible in 2023. I want my agents to see that EXIT is much more than our office of 60+ agents and to says, ‘wow, look what I am a part of.’ The whole set up was great and we will have a big representation at the next one.”

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– George Corey

Corporate support also means a lot in the EXIT culture of caring. George said, “it is nice to be able to pick up the phone and call the chairman/founder (Steve Morris) or co-chair (Tami Bonnell). I told our CEO Craig Witt at the EXIT Southeast Rally that it doesn’t happen at other companies and we really appreciate that.”

Advice To New Realtors

When working with a potential new Realtor, George said he is very honest about the career.

“I’m honest with people about what you have to do to make a living. The bottom line is if they are willing to work hard, they can make it. I consider it a business partnership and the agent is president of your own company. Act like and run your business every day and take advantage of the support your partner is offering you from marketing and an office to technology and training support,” he said.

With over 60 plus agents, George never says, “go get ‘em!”

“With decades of experience, we don’t just throw agents into the real estate world and say go get ‘em. I do a personal business plan for each agent which fits their comfort level, talent and budget which we review every quarter. We find a way to make it work. Ongoing training is also provided for every aspect of the business. And, we have monthly business meetings with the entire company to reinforce this,” George said.

Advice To Anyone Considering An EXIT Southeast Franchise?

“Just buy it!” says George to anyone considering an EXIT franchise. Also, make sure your agents understand the value.

“EXIT has so many wonderful tools and support which makes this so valuable to the franchise owner. But, you have to make sure your agents are aware of it and teach them how to use the tools professionally to service prospective clients. Some people resent paying real estate commission because they don’t understand the value. Owners need to understand the value EXIT offers and agents need to help clients understand the difference as well. It helps agents become more productive,” George said.

Community Support

If an EXIT RSR agent has a connection with a decision maker at a local nonprofit, we can add them to our Affinity Program says George.

“If someone comes to us, through that affiliation, we will give the client a credit of 10% of our commission at closing. The client then signs a form at closing donating this amount back to the nonprofit. It’s a win/win because now the client gets a tax benefit for donating this money to their worthy cause,” he explains.

The franchise also adopted an area daycare center for around 275 under privileged kids, supplying them each year with school supplies. Pre-COVID, they also have a special holiday party making sure each child receives something special from agents dressed as Santa Claus, Mrs. Claus, elves and angels. The plan is the return to this good will event this year!

How to connect?

Connect with George today! He loves a phone call or text at 954-249-8547. Or, email him at gcorey@monopoly.net. He says he is always available!



Happy Birthday!

to all of our EXIT Southeast family members born in June



DID YOU KNOW?

The flower of June is the rose! June is also National Rose Month. The rose is widely recognized as a symbol of love and sympathy.





EXIT Corp. Intl News



Are You Ready? - Erika Gileo, C.O.O.

Preparation is defined as: The action or process of getting ready for some occasion, test, or duty.

Are you prepared to be tested?

Many experts believe we are in for a change in the economy that will affect all markets, including real estate. It is very likely we are heading into a recession. There have been eleven recessions since 1945, which means this happens on average every 7 years.

Severely reduced markets often affect the number of homebuyers eligible to buy. This could mean a reversal of the seller's market we have seen. But this is not necessarily a bad thing. Recessions affect businesses and many businesses will fail, but they also spawn new businesses. There is nothing to fear if you are prepared.

According to Brian Buffini in his latest podcasts he warns about the coming recession that will affect everyone in some manner. Brian feels we will have a little time to prepare, but now is that time. I highly recommend that you listen to the latest "It's a Good Life" podcast episodes.

We have seen some incredible changes come to the real estate industry over the past couple of years and those who adapted with agility experienced some of their best years ever. However, the change that is coming will be a little bit different than what we have experienced in the past two years. The consumer will need a trusted advisor now more than ever before. Now is the time to ensure you are that trusted advisor. Are you up to speed on market conditions? Are you utilizing the tools available to you to their best and most efficient use to give you the competitive advantage?

Like an athlete, you need to train and hone your skills. Is it time to get a coach, update your continued education or register with one of our amazing MIND-SET trainers? Is your database up to date? Are you contacting your sphere regularly?

Preparation is key:

1. Get your house in order:

- Educate yourself
- Understand the technology that will allow you to maximize efficiency
- Be acknowledgeable about market and economic conditions, especially those in your local market

2. Don't be fearful

- If you are prepared, there is no need to be concerned
- Don't listen to the doomsayers or those with an agenda

3. Take Action

- Be proactive
- Stay in touch with your sphere
- Be the trusted advisor the consumer needs

My Tattoo

- Bob McKinnon, Director of Leadership



As a young boy at my ailing grandmother's bedside, she made me promise I would never get a tattoo. Later in life as a US Marine, my promise was severely tested, but held. Recently however, my promise is being tested again. Let me explain.

No matter where I am in my life there always seems to be a spot that is broken - a place where I mess up or something that isn't working for me. So recently, in my reading, I came across a thought by Cameron Crowe that I am seriously considering having tattooed on the back of my hand: "Every passing minute is a chance to turn everything around." Oh my, how I wish I had seen this years ago.

Is it true or possible that everything can be turned around in an instant? If it is, what it would take seems overwhelming at first, but not when I meditate on it. I have seen it and even done it.

For example, I started smoking in Vietnam and continued for 15 years. When I realized I had started sensing tightness and congestion in my chest, I verbally said, "Stop this!" I then wrote the following affirmation on a small card that would fit in my pocket where my cigarettes were: "I a non-smoker and I love it... I will never smoke again." For four months, every time I reached for a cigarette, I read that phrase aloud until one day I took a fresh pack of Marlboro Lights, plus my gold engraved Colibri lighter, and threw them out the window on the San Diego Freeway. (Litterbug? YES, but a non smoking one!) It still amazes me today that by being prepared and willing I suffered only a few days of withdrawal, then never smoked again. It turned everything around.

Years ago, I had a young agent who was struggling to get started in real estate. He was discouraged and frightened. I was listening to him affirm that he was not a quitter, and that he could do this, when he paused, looked at me intently and said, "I have not been listening. I'm fighting this and not doing the basic things everyone is telling me to do. Dang it! I will start over and do simple things every day, I promise." Two years later, Paul was one of our leading agents. He had turned everything around.

We have lots of roadblocks, habits, limiters of all kinds that we could confront today. I still have no tattoos, however I have another small card in my pocket. Try it!



Remember: The Best is Yet to Be

- Rick O'Neil, EXIT Mind-Set Trainer

Here I am sitting in front of my computer screen and just thinking. Have you ever done this? I'm looking at a screenshot of about 30 EXIT agents and brokers with happy faces. Boy we certainly have a diversified family, don't we? It's an invigorating family to be part of.

After one of our twice monthly **NOW (Network of Winners)** sessions yesterday, I was re-playing in my mind what we talked about and how we broke down into groups and did some role playing and discussed the subject of today's market. The theme and subject seemed to be more and more of a recurring one: "**The New Reality and the New Opportunities.**" I love it!

Having been in the business for quite a few decades I relish the opportunity that change brings with it, especially when it's a substantial change in the arena that defies the habits for both buyers and sellers, and even professionals. Whenever there's a need for change there are some people who are on top of it and some people who lead the way. That's us. That's EXIT. That's who we are.

We need to teach, coach and mentor our buyer and seller clients and the people we are introducing to the EXIT system as potential sponsors. We need to know more; we need to be more; we need to be the leaders of our real estate community. We're the people whom others need to point out. We need to be seen as THE broker or agent of our community. We need to look at the trends and understand them, find out what they really mean, and then share that insight with people.

We want to empower our buyers and sellers and tell them what it means. For instance, we just saw a few days ago the home purchase sentiment index component from the Fannie Mae National Housing survey that

only 19% of buyers felt it was a good time to buy a home. **Sentiment** though is the key word. **Sentiments** are feelings, not facts. We deal in facts, translate them for our customers and clients in order to empower them. We need to professionally put data together in a way that we can communicate in plain English and explain to buyers and sellers what all this means for them around rising interest rates, inflation, price appreciation centering around low inventory. It's not about real estate for buyers and sellers. It's about using real estate for the lifestyle change that they're looking for. Being instructors, consultants, coaches, and mentors for our clients, is the greatest thing we could do for them. There's so much more to talk about than this column will afford, so here's a link to a video with information you can use for self-education and informing the public about making more listings and sales.

But there's more: It's not about the market - it's about YOU! It's about small, smart decisions, repeated over time, making radical differences in your life. It's about YOU being the person who believes in yourself. It's about YOU accomplishing what you desire, what you want for yourself and your loved ones. It's about YOU taking control of your energy levels, attacking your fears and doubts, living in awe of your every accomplishment no matter how big or small. It's hanging on when storms blow through, and it's about never ever giving up.

Oh, and one last thing: **It's never too late... no matter your age, or the stage of your career, or past failures or past habits or wrong beliefs. NOW is the time!**



EXIT SOUTHEAST

Welcome to the Family

EXIT Associate Name	EXIT Office	State
Kendra Anderson	EXIT Realty Mizner	FL
Ignacio Armenta	EXIT Realty Of Lubbock	TX
Christina Avery	EXIT Team Realty	GA
James Baird	EXIT Select Realty	FL
John Bergen	EXIT Realty Leaders	FL
Linda Bradley	EXIT Realty Pros	TN
Amanda Bratcher	EXIT Realty Elite	TN
Mia Brummer	EXIT Realty Premier Elite	FL
Crystal Burgos	EXIT Select Realty	FL
Natalie Cabrera	EXIT Realty Mizner	FL
Robin Calley	EXIT Realty First Choice	FL
Sarah Chaples	EXIT 1St Class Realty	FL
Alexander Cleyrat	EXIT Inspired Real Estate	FL
Arianna Coleman	EXIT Real Estate Experts	TN
Abigail Corvin	EXIT Realty Stumbo And Company	TN
Tony Culverhouse	EXIT Inspired Real Estate	FL
Michael Dale	EXIT Real Estate Solutions	TN
Elexa Daniel	EXIT Now Realty	TN
Hiram David	EXIT Sunset Realty	FL
Jennie Dawson	EXIT Realty Diversified	TN
Gabriel Dehoyos	EXIT Realty Elite	TX
Tim Dennis	EXIT Realty Pros	TN
Liza Diaz-Santana	EXIT Sunset Realty	FL
Leah Dickert	EXIT Real Estate Experts	TN
Ryan Dickert	EXIT Real Estate Experts	TN
Lisa Diescher	EXIT Realty Blues City	TN
Tara Domenech	EXIT Gulf Coast Realty	FL
Michael Ernst	EXIT Realty Garden Gate Team	TN
Antiqua Eubanks	EXIT Realty Thoroughbred	KY
Esteven Fabila	EXIT Realty Of Lubbock	TX
Jeffery Franklin	EXIT Realty Garden Gate Team	TN
Robert Franske	EXIT King Realty	FL
Mina Ghattas	EXIT Realty Elite	TN
Hannah Gifford	EXIT Real Estate Experts	TN
Karina Gilbert	EXIT Bayshore Realty	FL
Connie Giudici	EXIT Realty Lake Country	GA
Ajawan Glover	EXIT Real Estate Gallery	FL
Rhonda Hall	EXIT Gulf Coast Realty	FL
Khiry Hills	EXIT Real Estate Gallery	FL
Dakota Hipp	EXIT Provision Realty	TN
Angie Hoger	EXIT Realty Mizner	FL
Katie Holmes	EXIT Realty Bob Lamb & Associates	TN
Yemima Israel	EXIT Heart Of Texas Realty	TX
Brandyce Johnson	EXIT Realty No Limits	TX
Travonna Jones	EXIT 1St Class Realty	FL
Judith Levi	EXIT Realty Producers	FL
Erika Livingston-Maxwell	EXIT Hallway Realty	GA

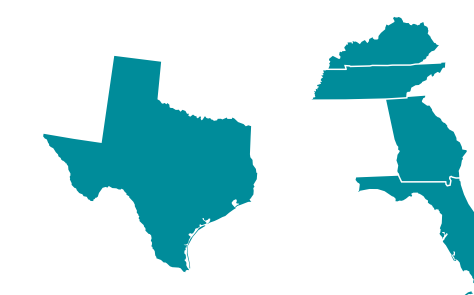
EXIT Associate Name	EXIT Office	State
Lois Lloyd	EXIT Realty 360	TX
Miranda McClellan	EXIT Premier Realty	TX
Ann McCullen	EXIT Real Estate Gallery	FL
Ross McMillan	EXIT Realty Blues City	TN
April Miller	EXIT Realty Stumbo And Company	TN
Brittney Millwood	EXIT Realty Advantage	GA
Shari Morris	EXIT Realty Quality Solutions	GA
Jack Murray	EXIT Real Estate Solutions	TN
Jessica Nazario	EXIT Realty Of Lubbock	TX
Melanie Ortiz	EXIT Realty Lake Country	GA
Julia Osgood	EXIT Real Estate Solutions	TN
Robert Ownby	EXIT Realty Of The Smokies	TN
Michelle Pardue	EXIT Real Estate Solutions	TN
Daniel Patterson	EXIT Realty 360	TX
Ellen Phillips	EXIT Realty Executives	TN
Breonna Posten	EXIT Realty Magic City	FL
Keny Reme	EXIT Realty Mizner	FL
DeeDee Richards, USAF (Ret)	EXIT Realty N.F.I.	FL
Ariel Richardson	EXIT Realty Elite	TN
Christopher Rodriguez	EXIT Realty Oceanside	FL
Quana Rowe	EXIT Realty Treasure Coast	FL
Ashley Ruiz	EXIT Realty Pro	TX
Prateek Sangineni	EXIT Realty Elite	TX
Julian Saramago	EXIT King Realty	FL
Nathan Schmidt	EXIT Realty Elite	TN
Kendra Sinns	EXIT Real Estate Results	FL
Konner Spirk	EXIT Realty Property Pros	TX
Monica Spognardi	EXIT Realty Tri-County	FL
Tom Szolis	EXIT Real Estate Solutions	TN
Tyler Talley	EXIT Realty Of Lubbock	TX
Mark Tavernier	EXIT Realty Homes And Land	TN
Dyane Taylor	EXIT Exceptional Realty	TN
Landon Terry	EXIT Realty Executives	TN
Dylan Thomas	EXIT Real Estate Gallery	FL
Catherine Thomas	EXIT Realty Crutcher	KY
Nicholas Thurman	EXIT Realty Blues City	TN
Marc Timolien	EXIT Realty Mizner	FL
Myrelis Trujillo	EXIT Real Estate Gallery	FL
Amanda Vick	EXIT Realty Of Lubbock	TX
Kevin Weld	EXIT Twoandahalfmen Real Estate	FL
Trisha West	EXIT Realty Property Pros	TX
Adam Wien	EXIT Realty Partners	FL
Quinten Wilson	EXIT Realty Garden Gate Team	TN
Jennifer Wolfe	EXIT Realty Crutcher	KY
Laurie Woods	EXIT Real Estate Solutions	TN
Janice Yarbrough	EXIT Realty Elite	TN



Momentum: EXIT Southeast May Superlatives

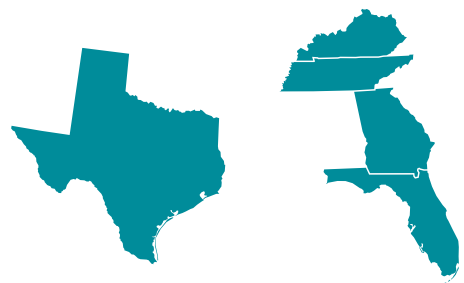
Includes ONLY closed transactions posted in MEMO from May 1-31st, 2022

Top 100 Sales Volume FL, GA, KY, TN, TX Combined Regional Production



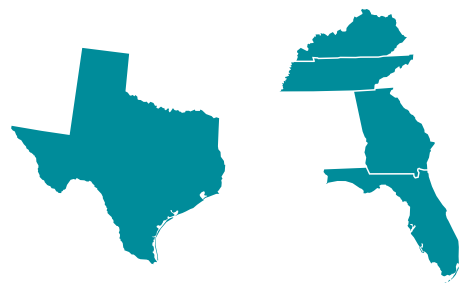
Rank	EXIT Associate Name	EXIT Office	City
1	Janie Andrews	EXIT Real Estate Solutions	Hendersonville, TN
2	Eric Hill	EXIT Bayshore Realty	Tampa, FL
3	Paula Gibson	EXIT Real Estate Gallery	Jacksonville Beach, FL
4	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville, TN
5	Lori Moses	EXIT Bayshore Realty	Brandon, FL
6	Patrick Manning	EXIT Truly Home Realty	Spring Hill, TN
7	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach, FL
8	Kelly Richter	EXIT Realty Premier Elite	Lake Worth, FL
9	Christy Peterson	EXIT King Realty	Bradenton, FL
10	John Cole	EXIT Realty Garden Gate Team	White House, TN
11	Deirdre Lucey-Humphries	EXIT Realty Champions	Davenport, FL
12	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
13	Justin Hubbard	EXIT Bayshore Realty	Tampa, FL
14	Jesse Vose	EXIT Realty Pros	Knoxville, TN
15	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston, TN
16	Kim Spencer	EXIT Realty Pro	Canton, TX
17	Johnny Hopper	EXIT Sunset Realty	Bradenton, FL
18	Van Royal	EXIT Magnolia Point Realty	Green Cove Springs, FL
19	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
20	Coby Crump	EXIT Realty Of Lubbock	Lubbock, TX
21	Kerri Shields	EXIT Realty Of Lubbock	Lubbock, TX
22	Nino Cardoso	EXIT Realty Mizner	Boca Raton, FL
23	Joey Miles	EXIT Realty Garden Gate Team	Gallatin, TN
24	Liz Van Osdol	EXIT King Realty	Venice, FL
25	Linda Ware	EXIT King Realty	Venice, FL
26	Andrew Young	EXIT Real Estate Gallery	Jacksonville Beach, FL
27	Vicky Pineda	EXIT Realty Laredo	Laredo, TX
28	Brandon Webster	EXIT Realty Garden Gate Team	White House, TN
29	Tim Field	EXIT Realty Elite	Nashville, TN
30	Corlie Deaton	EXIT Realty Pinnacle Group	Quinlan, TX
31	Emily Demeter	EXIT Realty Tri-County	Mount Dora, FL
32	Jessica Graves	EXIT Truly Home Realty	Spring Hill, TN
33	Katherine Kirkland	EXIT Realty Elite	Nashville, TN
33	Haley Steward	EXIT Realty Unlimited	Texarkana, TX
34	Francis De La Rocha	EXIT Realty Pros	Knoxville, TN
35	April Harrington	EXIT Real Estate Experts	Old Hickory, TN
36	Kathleen Stansfield	EXIT King Realty	Venice, FL

Rank	EXIT Associate Name	EXIT Office	City
37	Jamie Maddox	EXIT Real Estate Solutions	Hendersonville, TN
38	Sylvie Jolicoeur	EXIT Ryan Scott Realty	Fort Lauderdale, FL
39	Diane Barnett	EXIT Realty Of Lubbock	Lubbock, TX
40	Cathy LaCroix	EXIT Real Estate Solutions	Hendersonville, TN
41	Benji Buie	EXIT Realty Garden Gate Team	Gallatin, TN
42	Dan Galati	EXIT Bayshore Realty	Tampa, FL
43	Tori Young	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
44	Bruno Rivasplata	EXIT Real Estate Gallery	Jacksonville, FL
45	Carlos Saramago	EXIT King Realty	Venice, FL
46	Randy Paun	EXIT Realty N.F.I.	Pensacola, FL
47	Bayli Williams	EXIT Realty Professional Group	Soddy Daisy, TN
48	Lee Anne Crisp	EXIT Realty Blues City	Atoka, TN
49	Richard Lewis	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
50	Mo Molla	EXIT Real Estate Gallery	Jacksonville Beach, FL
51	Johnny Roberts	EXIT Realty Garden Gate Team	White House, TN
52	Michael Griffis	EXIT Realty Screamin' Eagle	Clarksville, TN
53	Joyce Sobczyk	EXIT King Realty	Venice, FL
54	Jadwiga Waloch	EXIT Realty First Choice	Palm Coast, FL
55	Stephanie Doran	EXIT Gulf Coast Realty	Cape Coral, FL
56	Tricia Willenborg	EXIT King Realty	Bradenton, FL
57	Joe Underhill	EXIT Realty Home Team	Deland, FL
58	Tony Crabtree	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
59	Annette Kirshner	EXIT King Realty	Sarasota, FL
60	Jose Hooker-Gomez	EXIT Realty Champions	Davenport, FL
61	Emilie Bethea	EXIT Real Estate Solutions	Hendersonville, TN
62	Kathy Snider	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
63	Lanika Schaefer	EXIT Bayshore Realty	Tampa, FL
63	Dennis Jones	EXIT Bayshore Realty	Tampa, FL
64	Carlos De Jesus	EXIT Realty Champions	Davenport, FL
65	Allan Welch	EXIT Realty Garden Gate Team	White House, TN
66	Janie Ragsdale	EXIT J Ragz Realty Elite	Prosper, TX
67	Tammy Moore	EXIT Realty Champions	Davenport, FL
68	Marygail Anderson	EXIT Realty Garden Gate Team	Gallatin, TN
69	Shannon White	EXIT Beach Realty	Ormond Beach, FL
70	Jane Radell	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
71	Katie Cook	EXIT Realty Elite	Nashville, TN
72	Bruce Evans	EXIT Realty Lake Country	Hartwell, GA
73	Alexandria Williams	EXIT Realty Property Pros	Lumberton, TX
74	Randy Bricker	EXIT Realty N.F.I.	Pensacola, FL
75	Anne Peshka	EXIT King Realty	Venice, FL



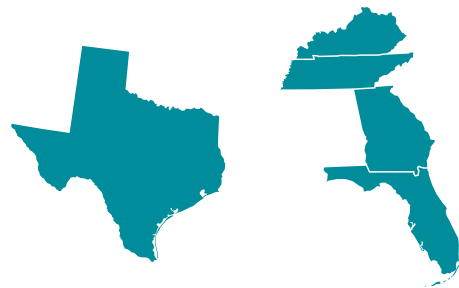
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76	John Eastman	EXIT Realty Champions	Davenport, FL
77	Jennifer Watson	EXIT Truly Home Realty	Spring Hill, TN
78	Maria Almeida	EXIT King Realty	Venice, FL
79	Ricky Marlin	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
80	George Green III	EXIT Realty Green & Associates	Louisville, KY
81	Ali Kazinetz	EXIT Ryan Scott Realty	Fort Lauderdale, FL
81	Joanna Cunningham	EXIT Realty Of Lubbock	Lubbock, TX
82	Clint Conner	EXIT Rocky Top Realty	Cookeville, TN
83	Wanda Branson	EXIT Real Estate Gallery	Fleming Island, FL
84	Heather Cortes	EXIT Realty No Limits	Rowlett, TX
85	Jeffrey Kutcher	EXIT King Realty	Venice, FL
86	Mark Crutcher	EXIT Realty Crutcher	Lawrenceburg, KY
87	Terry Pollard	EXIT Bayshore Realty	Tampa, FL
88	Marina Owens	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
88	Albert Amalfitano	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
89	Debbie Gibbs	EXIT Realty Cafe	Crawfordville, FL
90	Chris Nolan	EXIT Realty Pros	Knoxville, TN
91	Desiree Rachford	EXIT Now Realty	McEwen, TN
92	Debbie Myers	EXIT Gulf Coast Realty	Punta Gorda, FL
93	Jenna Kelley	EXIT Realty Property Pros	Lumberton, TX
94	Kristal Saenz	EXIT Realty Of Lubbock	Lubbock, TX
95	Debbie Myers	EXIT Compass Realty	Port Charlotte, FL
96	Jonathan Robles	EXIT Realty Premier Elite	Loxahatchee, FL
97	Kim Robertson	EXIT Real Estate Gallery	St. John's, FL
98	Jeff Prather	EXIT Realty Of Lubbock	Lubbock, TX
99	Kim Tomlinson	EXIT Real Estate Property Solutions	South Daytona, FL
100	Jason Fitzgerald	EXIT Realty Stumbo And Company	Dayton, TN

Congratulations!



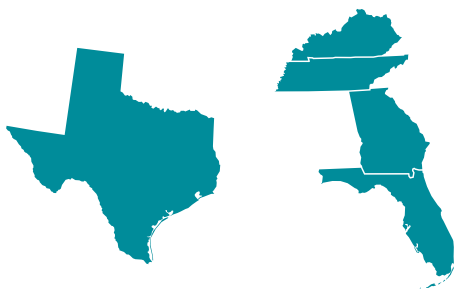
Top 100 G.C.I.

FL, GA, KY, TN, TX Combined Regional Production



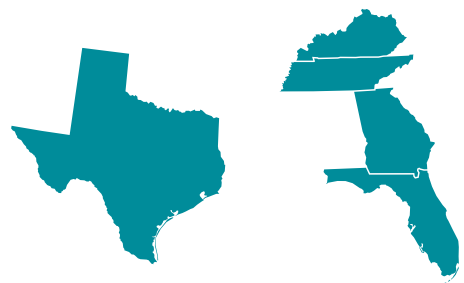
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4	Lori Moses	EXIT Bayshore Realty	Brandon, FL
5	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach, FL
6	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston, TN
7	Paula Gibson	EXIT Real Estate Gallery	Jacksonville Beach, FL
8	John Cole	EXIT Realty Garden Gate Team	White House, TN
9	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
10	Christy Peterson	EXIT King Realty	Bradenton, FL
11	Kim Spencer	EXIT Realty Pro	Canton, TX
12	Patrick Manning	EXIT Truly Home Realty	Spring Hill, TN
13	Clint Conner	EXIT Rocky Top Realty	Cookeville, TN
14	Kelly Richter	EXIT Realty Premier Elite	Lake Worth, FL
15	Nino Cardoso	EXIT Realty Mizner	Boca Raton, FL
16	Johnny Hopper	EXIT Sunset Realty	Bradenton, FL
17	Van Royal	EXIT Magnolia Point Realty	Green Cove Springs, FL
18	Coby Crump	EXIT Realty Of Lubbock	Lubbock, TX
19	Justin Hubbard	EXIT Bayshore Realty	Tampa, FL
20	Deirdre Lucey-Humphries	EXIT Realty Champions	Davenport, FL
21	Joey Miles	EXIT Realty Garden Gate Team	Gallatin, TN
22	Katherine Kirkland	EXIT Realty Elite	Nashville, TN
23	Brandon Webster	EXIT Realty Garden Gate Team	White House, TN
24	Sylvie Jolicoeur	EXIT Ryan Scott Realty	Fort Lauderdale, FL
25	Jessica Graves	EXIT Truly Home Realty	Spring Hill, TN
26	Vicky Pineda	EXIT Realty Laredo	Laredo, TX
27	Randy Paun	EXIT Realty N.F.I.	Pensacola, FL
28	Diane Barnett	EXIT Realty Of Lubbock	Lubbock, TX
29	Lee Anne Crisp	EXIT Realty Blues City	Atoka, TN
30	April Harrington	EXIT Real Estate Experts	Old Hickory, TN
31	Corlie Deaton	EXIT Realty Pinnacle Group	Quinlan, TX
32	Jadwiga Waloch	EXIT Realty First Choice	Palm Coast, FL
33	Andrew Young	EXIT Real Estate Gallery	Jacksonville Beach, FL

Rank	EXIT Associate Name	EXIT Office	City, State
34	Tricia Willenborg	EXIT King Realty	Bradenton, FL
36	Benji Buie	EXIT Realty Garden Gate Team	Gallatin, TN
37	Kerri Shields	EXIT Realty Of Lubbock	Lubbock, TX
38	Michael Griffis	EXIT Realty Screamin' Eagle	Clarksville, TN
39	Annette Kirshner	EXIT King Realty	Sarasota, FL
40	Linda Ware	EXIT King Realty	Venice, FL
41	Bayli Williams	EXIT Realty Professional Group	Soddy Daisy, TN
42	Maria Almeida	EXIT King Realty	Venice, FL
43	Kathleen Stansfield	EXIT King Realty	Venice, FL
44	Emily Demeter	EXIT Realty Tri-County	Mount Dora, FL
45	Richard Lewis	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
46	Tori Young	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
47	Janie Ragsdale	EXIT J Ragz Realty Elite	Prosper, TX
48	Glen Fielder	EXIT Realty N.F.I.	Pensacola, FL
49	Tony Crabtree	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
50	Mo Molla	EXIT Real Estate Gallery	Jacksonville Beach, FL
51	Liz Van Osdol	EXIT King Realty	Venice, FL
52	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
53	Katie Cook	EXIT Realty Elite	Nashville, TN
54	Tim Field	EXIT Realty Elite	Nashville, TN
55	Bruce Evans	EXIT Realty Lake Country	Hartwell, GA
56	Emilie Bethea	EXIT Real Estate Solutions	Hendersonville, TN
57	Jeffrey Kutcher	EXIT King Realty	Venice, FL
58	Joyce Sobczyk	EXIT King Realty	Venice, FL
59	Allan Welch	EXIT Realty Garden Gate Team	White House, TN
60	Jane Radell	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
61	Johnny Roberts	EXIT Realty Garden Gate Team	White House, TN
62	Ali Kazinetz	EXIT Ryan Scott Realty	Fort Lauderdale, FL
63	Marygail Anderson	EXIT Realty Garden Gate Team	Gallatin, TN
64	Lanika Schaefer	EXIT Bayshore Realty	Tampa, FL
64	Dennis Jones	EXIT Bayshore Realty	Tampa, FL
65	Heather Cortes	EXIT Realty No Limits	Rowlett, TX
66	Carlos De Jesus	EXIT Realty Champions	Davenport, FL
67	Debbie Myers	EXIT Gulf Coast Realty	Punta Gorda, FL
68	Shannon White	EXIT Beach Realty	Ormond Beach, FL
69	Carlos Saramago	EXIT King Realty	Venice, FL
70	Wanda Branson	EXIT Real Estate Gallery	Fleming Island, FL
71	Brenda Neely	EXIT Real Estate Solutions	Hendersonville, TN
72	Michael Johnson	EXIT King Realty	Venice, FL
73	Stephanie Doran	EXIT Gulf Coast Realty	Cape Coral, N



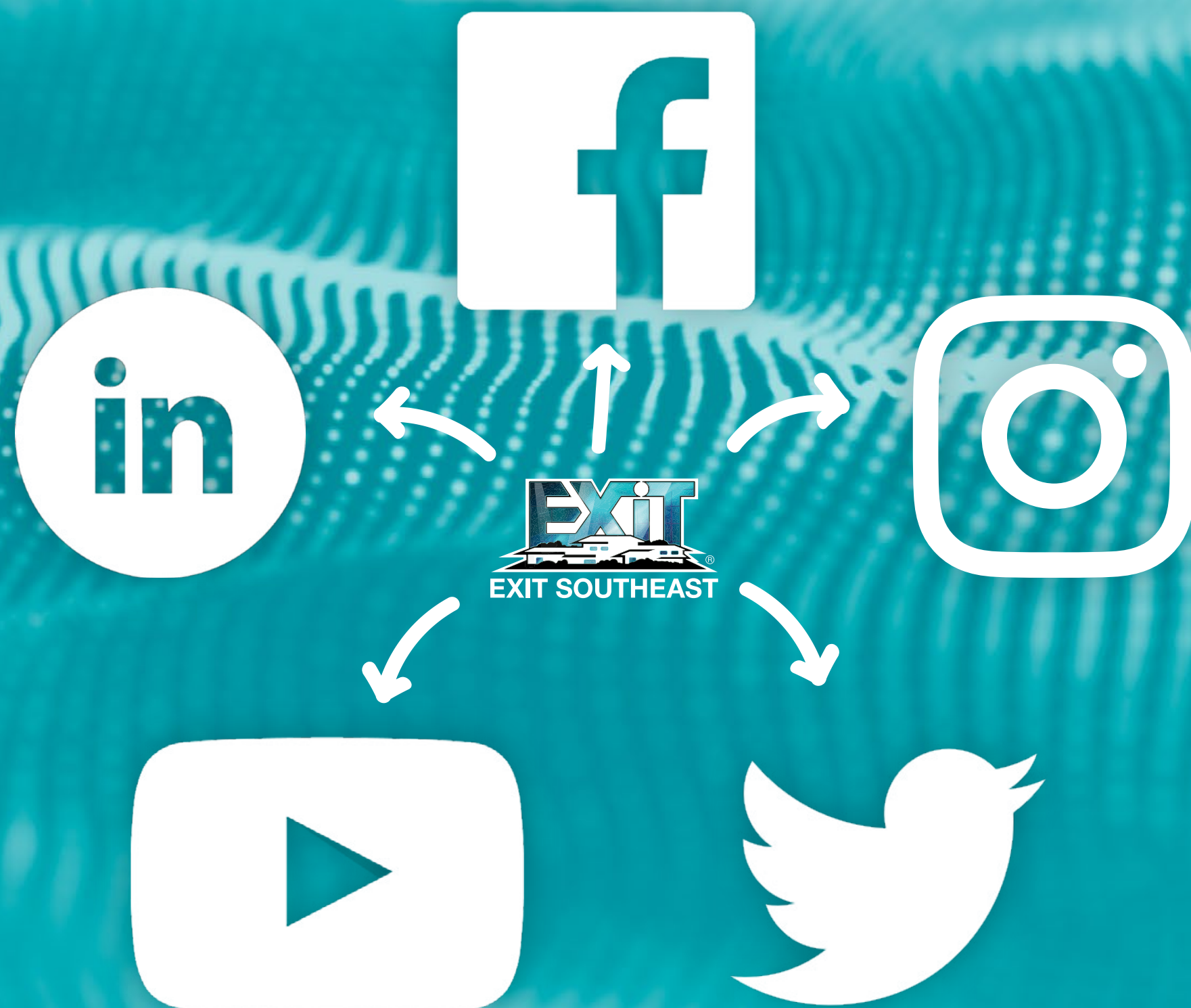
Rank	EXIT Associate Name	EXIT Office	City, State
74	Rebecca Richards	EXIT Realty Garden Gate Team	White House, TN
75	Victor Furdui	EXIT Real Estate Solutions	Hendersonville, TN
76	Ashley Battle	EXIT King Realty	Bradenton, FL
77	Kathy Snider	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
78	Jenna Kelley	EXIT Realty Property Pros	Lumberton, TX
79	Jayme Cleveland	EXIT Realty Of The South	Smyrna, TN
80	Dave Gaudreau	EXIT 1St Class Realty	Melbourne, FL
81	Jose Hooker-Gomez	EXIT Realty Champions	Davenport, FL
82	Randy Bricker	EXIT Realty N.F.I.	Pensacola, FL
83	Donna Birdsong	EXIT Realty Pro	Canton, TX
84	Shelley Woodbridge	EXIT Realty Of Lubbock	Lubbock, TX
85	Debbie Gibbs	EXIT Realty Cafe	Crawfordville, FL
86	Alexandria Williams	EXIT Realty Property Pros	Lumberton, TX
87	Chris Nolan	EXIT Realty Pros	Knoxville, TN
88	Mark Crutcher	EXIT Realty Crutcher	Lawrenceburg, KY
89	Jeff Prather	EXIT Realty Of Lubbock	Lubbock, TX
90	Jeramie Taber	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
91	Dan Galati	EXIT Bayshore Realty	Tampa, FL
92	Betsy Troup	EXIT Realty No Limits	Rowlett, TX
93	Camellia Hurt	EXIT Realty Lake Country	Greensboro, GA
94	Jamie Halliburton	EXIT Realty Property Pros	Lumberton, TX
95	Ricky Marlin	EXIT Realty Bob Lamb & Associates	Murfreesboro, TN
96	Anna Davis	EXIT Realty Lake Country	Hartwell, GA
97	Joe Underhill	EXIT Realty Home Team	Deland, FL
98	Jason Fitzgerald	EXIT Realty Stumbo And Company	Dayton, TN
99	Tamara HarraId	EXIT Realty Blues City	Atoka, TN
100	William Haas III	EXIT Ryan Scott Realty	Fort Lauderdale, FL

Congratulations!



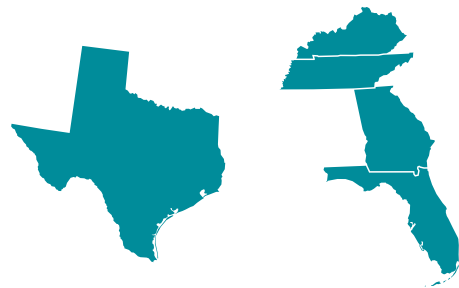
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Top Offices

FL, GA, KY, TN, TX Combined Regional Production



Individual Office Production in Sales Volume

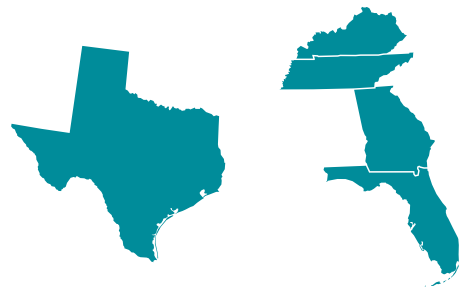
Rank	EXIT Office	City, State
1	EXIT King Realty	Venice, FL
2	EXIT Real Estate Solutions	Hendersonville, TN
3	EXIT Realty Lubbock	Lubbock, TX
4	EXIT Realty Bob Lamb And Associates	Murfreesboro, TN
5	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
6	EXIT Bayshore Realty	Tampa, FL
7	EXIT Real Estate Gallery	Jacksonville Beach, FL
8	EXIT King Realty	Bradenton, FL
9	EXIT Realty Champions	Champions Gate, FL
10	EXIT Realty Pros	Knoxville, TN

Individual Office Production in G.C.I.

Rank	EXIT Office	City, State
1	EXIT King Realty	Venice, FL
2	EXIT Realty Lubbock	Lubbock, TX
3	EXIT Real Estate Solutions	Hendersonville, TN
4	EXIT Realty Bob Lamb And Associates	Murfreesboro, TN
5	EXIT Real Estate Property Solutions	New Smyrna Beach, FL
6	EXIT King Realty	Bradenton, FL
7	EXIT Bayshore Realty	Tampa, FL
8	EXIT Realty Pro	Canton, TX
9	EXIT Realty Champions	Champions Gate, FL
10	EXIT Real Estate Gallery	Jacksonville Beach, FL

Top Offices

FL, GA, KY, TN, TX Combined Regional Production



Multiple Offices Combined Production in Sales Volume

Rank	EXIT Office	State
1	EXIT Real Estate Gallery	Florida
2	EXIT King Realty	Florida
3	EXIT Realty Bayshore	Florida
4	EXIT Realty Garden Gate Team	Tennessee
5	EXIT Real Estate Property Solutions	Florida
6	EXIT Rocky Top Realty	Tennessee
7	EXIT Realty Lake Country	Georgia
8	EXIT Realty Bayshore	Florida
9	EXIT Realty Premier Elite	Florida
10	EXIT Realty Crutcher	Kentucky

Multiple Offices Combined Production in G.C.I.

Rank	EXIT Office	State
1	EXIT King Realty	Florida
2	EXIT Real Estate Gallery	Florida
3	EXIT Realty Garden Gate Team	Tennessee
4	EXIT Realty Bayshore	Florida
5	EXIT Real Estate Property Solutions	Florida
6	EXIT Rocky Top Realty	Tennessee
7	EXIT Realty Lake Country	Georgia
8	EXIT Realty Bayshore	Florida
9	EXIT Realty Premier Elite	Florida
10	EXIT Realty Crutcher	Kentucky

Monthly Superlatives: Florida



Top 10 Agent Production in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Eric Hill	EXIT Bayshore Realty	Tampa
2	Paula Gibson	EXIT Real Estate Gallery	Jacksonville Beach
3	Lori Moses	EXIT Bayshore Realty	Brandon
4	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach
5	Kelly Richter	EXIT Realty Premier Elite	Lake Worth
6	Christy Peterson	EXIT King Realty	Bradenton
7	Deirdre Lucey-Humphries	EXIT Realty Champions	Davenport
8	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach
9	Justin Hubbard	EXIT Bayshore Realty	Tampa
10	Johnny Hopper	EXIT Sunset Realty	Bradenton

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Lori Moses	EXIT Bayshore Realty	Brandon
2	Glen Fielder	EXIT Realty N.F.I.	Pensacola
3	Eric Hill	EXIT Bayshore Realty	Tampa
4	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach
5	Van Royal	EXIT Magnolia Point Realty	Green Cove Springs
6	Wanda Branson	EXIT Real Estate Gallery	Fleming Island
6	Nino Cardoso	EXIT Realty Mizner	Boca Raton
7	Stacy Knispel	EXIT King Realty	Venice
8	Michael Johnson	EXIT King Realty	Venice
9	Jose Hooker-Gomez	EXIT Realty Champions	Davenport
9	Cindy Strait	EXIT Riverside Realty	Dunnellon
9	Christy Peterson	EXIT King Realty	Bradenton
10	Randy Bricker	EXIT Realty N.F.I.	Pensacola
10	Michael Wright	EXIT Inspired Real Estate	Middleburg
10	Mary Jane Holland	EXIT Realty First Choice	Palm Coast
10	Randy Bricker	EXIT Realty N.F.I.	Pensacola

Top 10 Agent Production in G.C.I.

Rank	EXIT Associate Name	EXIT Office	City
1	Eric Hill	EXIT Bayshore Realty	Tampa
2	Lori Moses	EXIT Bayshore Realty	Brandon
3	Rich Stancato	EXIT Real Estate Gallery	Jacksonville Beach
4	Paula Gibson	EXIT Real Estate Gallery	Jacksonville Beach
5	Carl Vasile	EXIT Real Estate Property Solutions	New Smyrna Beach
6	Christy Peterson	EXIT King Realty	Bradenton
7	Kelly Richter	EXIT Realty Premier Elite	Lake Worth
8	Nino Cardoso	EXIT Realty Mizner	Boca Raton
9	Johnny Hopper	EXIT Sunset Realty	Bradenton
10	Van Royal	EXIT Magnolia Point Realty	Green Cove Springs

Top 10 Office Production in Sales Volume

Rank	EXIT Office	City
1	EXIT King Realty	Venice
2	EXIT Real Estate Property Solutions	New Smyrna Beach
3	EXIT Bayshore Realty	Tampa
4	EXIT Real Estate Gallery	Jacksonville Beach
5	EXIT King Realty	Bradenton
6	EXIT Realty Champions	Champions Gate
7	EXIT Realty N.F.I.	Pensacola
8	EXIT Realty Mizner	Boca Raton
9	EXIT Real Estate Gallery	St Johns
10	EXIT Real Estate Gallery	Orange Park

Top 10 Office Prod. in Closed Ends

Rank	EXIT Office	City
1	EXIT King Realty	Venice
2	EXIT Real Estate Property Solutions	New Smyrna Beach
3	EXIT Realty N.F.I.	Pensacola
4	EXIT King Realty	Bradenton
5	EXIT Realty Mizner	Boca Raton
6	EXIT Real Estate Gallery	Fleming Island
7	EXIT Real Estate Gallery	Orange Park
8	EXIT Realty Premier Elite	Lake Worth
9	EXIT Real Estate Gallery	Jacksonville Beach
10	EXIT Real Estate Gallery	St Johns

Top 10 Office Production in G.C.I.

Rank	EXIT Office	City
1	EXIT King Realty	Venice
2	EXIT Real Estate Property Solutions	New Smyrna Beach
3	EXIT King Realty	Bradenton
4	EXIT Bayshore Realty	Tampa
5	EXIT Realty Champions	Champions Gate
6	EXIT Real Estate Gallery	Jacksonville Beach
7	EXIT Realty N.F.I.	Pensacola
8	EXIT Realty Mizner	Boca Raton
9	EXIT Real Estate Gallery	Orange Park
10	EXIT Real Estate Gallery	Fleming Island

Monthly Superlatives: Georgia



Top 10 Agent Production in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Bruce Evans	EXIT Realty Lake Country	Hartwell
2	Anna Davis	EXIT Realty Lake Country	Hartwell
3	Jennie Martin	EXIT Realty Lake Country	Madison
4	Camellia Hurt	EXIT Realty Lake Country	Greensboro
5	Ben Wood	EXIT Realty Lake Country	Madison
6	Rochelle Green	EXIT Realty Unlimited	Powder Springs
7	Carson Rogers	EXIT Realty Lake Country	Braselton
8	Heather Braswell	EXIT Realty Lake Country	Madison
9	Melissa Parks	EXIT Realty Lake Country	Greensboro
10	Daren Hall	EXIT Hallway Realty	College Park

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Camellia Hurt	EXIT Realty Lake Country	Greensboro
2	Bruce Evans	EXIT Realty Lake Country	Hartwell
3	Ben Wood	EXIT Realty Lake Country	Madison
3	Heather Braswell	EXIT Realty Lake Country	Madison
3	Melissa Parks	EXIT Realty Lake Country	Greensboro
4	Anna Davis	EXIT Realty Lake Country	Hartwell
5	Carson Rogers	EXIT Realty Lake Country	Braselton
6	Michael Williams	EXIT Realty West Midtown	Atlanta
6	Rochelle Green	EXIT Realty Unlimited	Powder Springs
6	Jeff Boyington	EXIT Realty Advantage	LaGrange
6	Daren Hall	EXIT Hallway Realty	College Park
6	Aika Tazhibayeva	EXIT Realty West Midtown	Atlanta
6	Davin Powell	EXIT Team Realty	Hinesville
6	Jennie Martin	EXIT Realty Lake Country	Madison

Top 10 Agent Production in G.C.I.

Rank	EXIT Associate Name	EXIT Office	City
1	Bruce Evans	EXIT Realty Lake Country	Hartwell
2	Camellia Hurt	EXIT Realty Lake Country	Greensboro
3	Anna Davis	EXIT Realty Lake Country	Hartwell
4	Jennie Martin	EXIT Realty Lake Country	Madison
5	Carson Rogers	EXIT Realty Lake Country	Braselton
6	Ben Wood	EXIT Realty Lake Country	Madison
7	Heather Braswell	EXIT Realty Lake Country	Madison
8	Daren Hall	EXIT Hallway Realty	College Park
9	Melissa Parks	EXIT Realty Lake Country	Greensboro
10	Rochelle Green	EXIT Realty Unlimited	Powder Springs

Top 10 Office Production in Sales Volume

Rank	EXIT Office	City
1	EXIT Realty Lake Country	Madison
2	EXIT Realty Lake Country	Hartwell
3	EXIT Realty Lake Country	Lake Oconee/Lake Sinclair
4	EXIT Realty Lake Country	Brazelton
5	EXIT Realty Unlimited	Powder Springs
6	EXIT Realty West Midtown	Atlanta
7	EXIT Realty Quality Solutions	Marietta
8	EXIT Team Realty	Hinesville
9	EXIT Hallway Realty	College Park
10	EXIT Trakside Realty	Chatsworth

Top 10 Office Prod. in Closed Ends

Rank	EXIT Office	City
1	EXIT Realty Lake Country	Lake Oconee/Lake Sinclair
2	EXIT Realty Lake Country	Hartwell
3	EXIT Realty Lake Country	Madison
4	EXIT Realty West Midtown	Atlanta
5	EXIT Realty Lake Country	Brazelton
6	EXIT Realty Advantage	Lagrange
7	EXIT Team Realty	Hinesville
7	EXIT Realty Unlimited	Powder Springs
7	EXIT Trakside Realty	Chatsworth
8	EXIT Realty Quality Solutions	Marietta
8	EXIT Hallway Realty	College Park

Top 10 Office Production in G.C.I.

Rank	EXIT Office	City
1	EXIT Realty Lake Country	Madison
2	EXIT Realty Lake Country	Hartwell
3	EXIT Realty Lake Country	Lake Oconee/Lake Sinclair
4	EXIT Realty Lake Country	Brazelton
5	EXIT Realty Quality Solutions	Marietta
6	EXIT Realty West Midtown	Atlanta
7	EXIT Realty Unlimited	Powder Springs
8	EXIT Team Realty	Hinesville
9	EXIT Hallway Realty	College Park
10	EXIT Trakside Realty	Chatsworth

Monthly Superlatives: Kentucky



Top 10 Agent Production in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	George Green III	EXIT Realty Green & Associates	Louisville
2	Mark Crutcher	EXIT Realty Crutcher	Lawrenceburg
3	Lori Lopez	EXIT Realty Crutcher	Louisville
4	Holly Caudill	EXIT Realty Bold Move	Leitchfield
5	Hope Karlsen	EXIT Realty Heartland	Elizabethtown
6	Chance Clark	EXIT Realty Crutcher	Louisville
7	Jackie Willis-Denton	EXIT Realty Bluegrass	Campbellsville
8	Dan Woods	EXIT Realty Green & Associates	Louisville
9	John Rennels	EXIT Realty Crutcher	Lawrenceburg
10	Kimberly Jarboe	EXIT Realty Bold Move	Leitchfield

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Mark Crutcher	EXIT Realty Crutcher	Lawrenceburg
2	George Green III	EXIT Realty Green & Associates	Louisville
3	Jackie Willis-Denton	EXIT Realty Bluegrass	Campbellsville
3	Lori Lopez	EXIT Realty Crutcher	Louisville
3	Kimberly Jarboe	EXIT Realty Bold Move	Leitchfield
4	Chance Clark	EXIT Realty Crutcher	Louisville
5	Darlene Hirth	EXIT Realty Crutcher	Louisville
6	Lisa Kearnes	EXIT Realty Bluegrass	Campbellsville
6	John Rennels	EXIT Realty Crutcher	Lawrenceburg
6	Hope Karlsen	EXIT Realty Heartland	Elizabethtown
7	Matthew Freire	EXIT Realty Crutcher	Frankfort
8	Dan Woods	EXIT Realty Green & Associates	Louisville
9	Tim Hubbard	EXIT Realty Crutcher	Frankfort

Top 10 Agent Production in G.C.I.

Rank	EXIT Associate Name	EXIT Office	City
1	Mark Crutcher	EXIT Realty Crutcher	Lawrenceburg
2	Lori Lopez	EXIT Realty Crutcher	Louisville
3	George Green III	EXIT Realty Green & Associates	Louisville
4	Holly Caudill	EXIT Realty Bold Move	Leitchfield
5	Jackie Willis-Denton	EXIT Realty Bluegrass	Campbellsville
6	Chance Clark	EXIT Realty Crutcher	Louisville
7	Hope Karlsen	EXIT Realty Heartland	Elizabethtown
8	John Rennels	EXIT Realty Crutcher	Lawrenceburg
9	Dan Woods	EXIT Realty Green & Associates	Louisville
10	Emi Crutcher-Chrisman	EXIT Realty Crutcher	Lawrenceburg

Top 10 Office Production in Sales Volume

Rank	EXIT Office	City
1	EXIT Realty Crutcher	Louisville
2	EXIT Realty Crutcher	Lawrenceburg
3	EXIT Realty Green Team	Louisville
4	EXIT Realty Heartland	Elizabethtown
5	EXIT Realty Crutcher	Frankfort
6	EXIT Realty Bold Move	Leitchfield
7	EXIT Realty Bluegrass	Campbellsville
8	EXIT Realty Mccauley	Lebanon
9	EXIT Realty Thoroughbred	Scottsville
10	EXIT Realty Home Front	Brandenburg

Top 10 Office Prod. in Closed Ends

Rank	EXIT Office	City
1	EXIT Realty Crutcher	Louisville
2	EXIT Realty Crutcher	Lawrenceburg
3	EXIT Realty Green Team	Louisville
4	EXIT Realty Crutcher	Frankfort
5	EXIT Realty Heartland	Elizabethtown
6	EXIT Realty Bluegrass	Campbellsville
7	EXIT Realty Bold Move	Leitchfield
8	EXIT Realty Mccauley	Lebanon
9	EXIT Realty Home Front	Brandenburg
10	EXIT Realty Home Front	Brandenburg
9	EXIT Realty Extreme	Bowling Green

Top 10 Office Production in G.C.I.

Rank	EXIT Office	City
1	EXIT Realty Crutcher	Louisville
2	EXIT Realty Crutcher	Lawrenceburg
3	EXIT Realty Green Team	Louisville
4	EXIT Realty Crutcher	Frankfort
5	EXIT Realty Heartland	Elizabethtown
6	EXIT Realty Bold Move	Leitchfield
7	EXIT Realty Bluegrass	Campbellsville
8	EXIT Realty Mccauley	Lebanon
9	EXIT Realty Thoroughbred	Scottsville
10	EXIT Realty Home Front	Brandenburg

Monthly Superlatives: Tennessee

Top 10 Agent Production in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Janie Andrews	EXIT Real Estate Solutions	Hendersonville
2	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville
3	Patrick Manning	EXIT Truly Home Realty	Spring Hill
4	John Cole	EXIT Realty Garden Gate Team	White House
5	Jesse Vose	EXIT Realty Pros	Knoxville
6	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston
7	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro
8	Joey Miles	EXIT Realty Garden Gate Team	Gallatin
9	Brandon Webster	EXIT Realty Garden Gate Team	White House
10	Tim Field	EXIT Realty Elite	Nashville

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Janie Andrews	EXIT Real Estate Solutions	Hendersonville
2	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston
3	Clint Conner	EXIT Rocky Top Realty	Cookeville
4	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville
5	Gregory Goff	EXIT Realty Bob Lamb & Associates	Murfreesboro
6	Patrick Manning	EXIT Truly Home Realty	Spring Hill
7	April Harrington	EXIT Real Estate Experts	Old Hickory
8	Jessica Graves	EXIT Truly Home Realty	Spring Hill
9	Jason Fitzgerald	EXIT Realty Stumbo And Company	Dayton
9	Eleanor York	EXIT Rocky Top Realty Livingston	Livingston
9	Rebecca Richards	EXIT Realty Garden Gate Team	White House
9	Brandon Webster	EXIT Realty Garden Gate Team	White House

Top 10 Agent Production in G.C.I.

Rank	EXIT Associate Name	EXIT Office	City
1	Donnita Hill	EXIT Rocky Top Realty Cookeville	Cookeville
2	Janie Andrews	EXIT Real Estate Solutions	Hendersonville
3	Dino Cates	EXIT Rocky Top Realty Livingston	Livingston
4	John Cole	EXIT Realty Garden Gate Team	White House
5	Patrick Manning	EXIT Truly Home Realty	Spring Hill
6	Clint Conner	EXIT Rocky Top Realty	Cookeville
7	Joey Miles	EXIT Realty Garden Gate Team	Gallatin
8	Katherine Kirkland	EXIT Realty Elite	Nashville
9	Brandon Webster	EXIT Realty Garden Gate Team	White House
10	Jessica Graves	EXIT Truly Home Realty	Spring Hill

Top 10 Office Production in Sales Volume

Rank	EXIT Office	City
1	EXIT Real Estate Solutions	Hendersonville
2	EXIT Realty Bob Lamb & Associates	Murfreesboro
3	EXIT Realty Pros	Knoxville
4	EXIT Realty Truly Home	Spring Hill
5	EXIT Realty Garden Gate Team	Whte House
6	EXIT Rocky Top Realty	Cookeville
7	EXIT Realty Elite	Nashville
8	EXIT Realty Garden Gate Team	Gallatin
9	EXIT Realty Garden Gate Team	Portland
10	EXIT Rocky Top Realty	Livingston

Top 10 Office Prod. in Closed Ends

Rank	EXIT Office	City
1	EXIT Real Estate Solutions	Hendersonville
2	EXIT Realty Bob Lamb & Associates	Murfreesboro
3	EXIT Realty Pros	Knoxville
4	EXIT Rocky Top Realty	Cookeville
5	EXIT Rocky Top Realty	Livingston
6	EXIT Realty Blues City	Jackson
7	EXIT Realty Garden Gate Team	Whte House
8	EXIT Realty Truly Home	Spring Hill
9	EXIT Realty Garden Gate Team	Portland
10	EXIT Realty Garden Gate Team	Gallatin

Top 10 Office Production in G.C.I.

Rank	EXIT Office	City
1	EXIT Realty Bob Lamb & Associates	Murfreesboro
2	EXIT Real Estate Solutions	Hendersonville
3	EXIT Rocky Top Realty	Cookeville
4	EXIT Realty Garden Gate Team	Whte House
5	EXIT Realty Pros	Knoxville
6	EXIT Realty Truly Home	Spring Hill
7	EXIT Realty Elite	Nashville
8	EXIT Realty Garden Gate Team	Gallatin
9	EXIT Realty Garden Gate Team	Portland
10	EXIT Rocky Top Realty	Livingston

Monthly Superlatives: Texas



Top 10 Agent Production in Sales Volume

Rank	EXIT Associate Name	EXIT Office	City
1	Kim Spencer	EXIT Realty Pro	Canton
2	Coby Crump	EXIT Realty Of Lubbock	Lubbock
3	Kerri Shields	EXIT Realty Of Lubbock	Lubbock
4	Corlie Deaton	EXIT Realty Pinnacle Group	Quinlan
5	Haley Steward	EXIT Realty Unlimited	Texarkana
6	Diane Barnett	EXIT Realty Of Lubbock	Lubbock
7	Janie Ragsdale	EXIT J Ragz Realty Elite	Prosper
8	Kristal Saenz	EXIT Realty Of Lubbock	Lubbock
9	Alexandria Williams	EXIT Realty Property Pros	Lumberton
10	Joanna Cunningham	EXIT Realty Of Lubbock	Lubbock

Top 10 Agent Production in Closed Ends

Rank	EXIT Associate Name	EXIT Office	City
1	Jenna Kelley	EXIT Realty Property Pros	Lumberton
2	Shelley Woodbridge	EXIT Realty Of Lubbock	Lubbock
3	Kim Spencer	EXIT Realty Pro	Canton
3	Alexandria Williams	EXIT Realty Property Pros	Lumberton
3	Corlie Deaton	EXIT Realty Pinnacle Group	Quinlan
4	Kristal Saenz	EXIT Realty Of Lubbock	Lubbock
5	Kerri Shields	EXIT Realty Of Lubbock	Lubbock
5	Kelsey Powell	EXIT Realty Property Pros	Lumberton
5	Jamie Halliburton	EXIT Realty Property Pros	Lumberton
5	Christy Jolly	EXIT Realty Of Lubbock	Lubbock
5	Leah McKinney	EXIT Realty Property Pros	Lumberton

Top 10 Agent Production in G.C.I.

Rank	EXIT Associate Name	EXIT Office	City
1	Kim Spencer	EXIT Realty Pro	Canton
2	Coby Crump	EXIT Realty Of Lubbock	Lubbock
3	Diane Barnett	EXIT Realty Of Lubbock	Lubbock
4	Corlie Deaton	EXIT Realty Pinnacle Group	Quinlan
5	Kerri Shields	EXIT Realty Of Lubbock	Lubbock
6	Janie Ragsdale	EXIT J Ragz Realty Elite	Prosper
7	Kristal Saenz	EXIT Realty Of Lubbock	Lubbock
8	Heather Cortes	EXIT Realty No Limits	Rowlett
9	Jenna Kelley	EXIT Realty Property Pros	Lumberton
10	Donna Birdsong	EXIT Realty Pro	Canton

Top 10 Office Production in Sales Volume

Rank	EXIT Office	City
1	EXIT Realty Lubbock	Lubbock
2	EXIT Realty Pro	Canton
3	EXIT Realty Property Pros	Lumberton
4	EXIT Realty Laredo	Laredo
5	EXIT Realty Unlimited	Texarkana
6	EXIT Realty Pinnacle Group	Quinlan
7	EXIT Lone Star Realty	The Woodlands
8	EXIT Heart Of Texas Realty	Killeen
9	EXIT Realty No Limits	Rowlett
10	EXIT Realty Elite	Frisco

Top 10 Office Prod. in Closed Ends

Rank	EXIT Office	City
1	EXIT Realty Lubbock	Lubbock
2	EXIT Realty Pro	Canton
3	EXIT Realty Property Pros	Lumberton
4	EXIT Realty Laredo	Laredo
5	EXIT Realty Unlimited	Texarkana
6	EXIT Lone Star Realty	The Woodlands
7	EXIT Realty Pinnacle Group	Quinlan
8	EXIT Realty No Limits	Rowlett
8	EXIT Heart Of Texas Realty	Killeen
9	EXIT Heart Of Texas Realty	Copperas Cove

Top 10 Office Production in G.C.I.

Rank	EXIT Office	City
1	EXIT Realty Lubbock	Lubbock
2	EXIT Realty Pro	Canton
3	EXIT Realty Property Pros	Lumberton
4	EXIT Realty Laredo	Laredo
5	EXIT Realty Unlimited	Texarkana
6	EXIT Lone Star Realty	The Woodlands
7	EXIT Realty Pinnacle Group	Quinlan
8	EXIT Realty No Limits	Rowlett
9	EXIT Heart Of Texas Realty	Killeen
10	EXIT Realty Elite	Grapevine



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