TOP 200 LEADERBOARD · FREQUENTLY ASKED QUESTIONS

ABOUT LEADERBOARD

Q: What is the Leaderboard?

A: Our all-new Leaderboard is a monthly list of the 200 top-performing residential real estate professionals in San Diego County, separated by both sales volume and units sold, as well as the 20 top-performing brokerages by sales volume. Leaderboard data is broken down by monthly, quarterly, and year-to-date ranges. This list is also an exclusive member benefit for SDAR members and SDMLS subscribers.

Q: Where is this data sourced from?

A: The data is pulled from all MLS sources within San Diego County each month by our team of experts.

Q: Who is featured on the Leaderboard?

A: Any real estate professional, regardless of their association, who sells residential real estate in San Diego County. The top 200 rankings are displayed by both sales volume and units sold. Sales are reflective of the primary listing and selling agents on each property are accredited for each sale. The top 20 brokerages by sales volume are displayed monthly as well.

Q: Who can see the Leaderboard?

A: This is an EXCLUSIVE SDAR and SDMLS member benefit. Therefore, only SDAR and SDMLS subscribers can access this information.

Q: When is the data updated?

A: The data is updated on a monthly basis once the previous month's data is computed.

Q: Are teams listed on the Leaderboard?

A: No, individual teams are not featured on the Leaderboard. Rankings are reflective of the primary listing and selling agents on each property accredited for each sale.

Q: Why does the list not include sales numbers or unit numbers?

A: This is due to the fact that this data is compiled once on a monthly basis, and there is constant change in MLS and listing data within the system. Values and numbers would not accurately reflect all sales for an entire month.
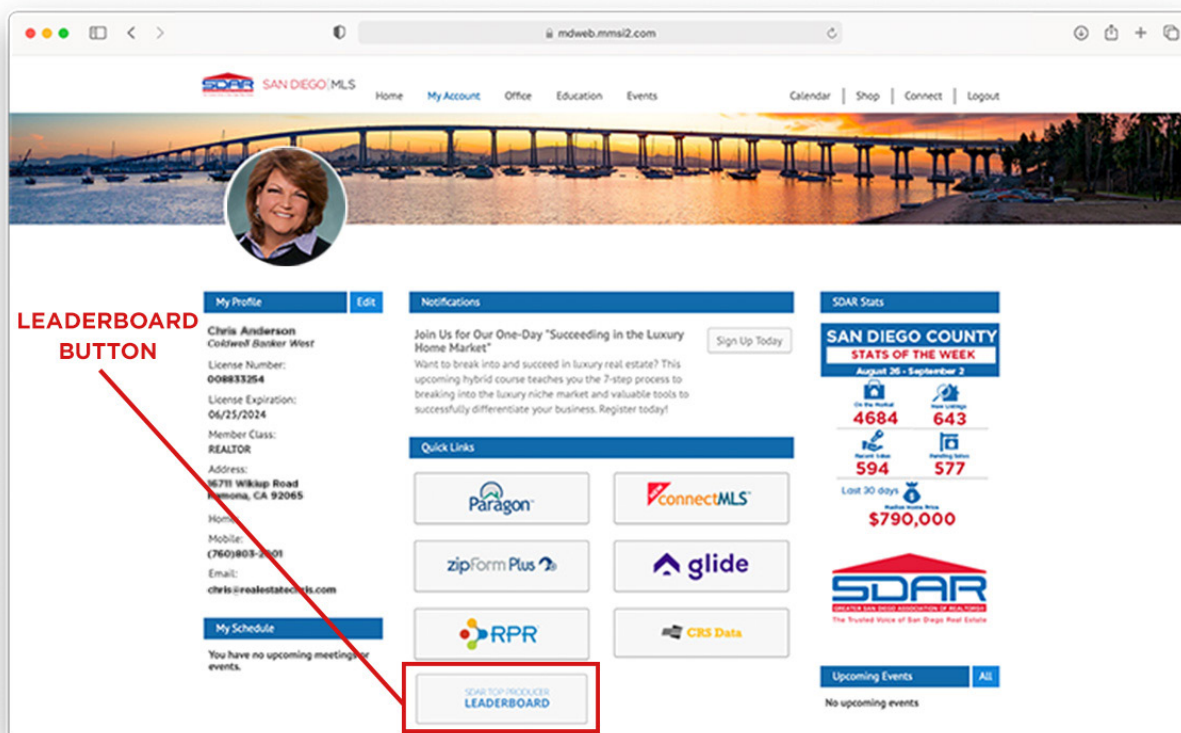
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USING THE LEADERBOARD

Q: How do I access the Leaderboard?

A: The Leaderboard is housed within the San Diego One dashboard, AKA your member portal. Once you log into your member portal, click the button labeled "SD Top Producer Leaderboard." From there, you will be taken to the Leaderboard page.

Where to Access the New Top 200 Leaderboard

LEADERBOARD BUTTON

Q: How do I use the Leaderboard?

A: The Leaderboard is updated monthly with the previous month's rankings as well as the previous quarters and year to date data. Use the dropdown menus at the top of the Leaderboard page to dynamically view ranking data.

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OTHER QUESTIONS

Q: Can I share my ranking status with my network?

A: Absolutely! Your ranking on this list is a fantastic way of showing your clientele and network how incredible your performance is. We encourage you to tout your accomplishments!

Q: What else can I use the Leaderboard for?

A: Seeing other professionals' rankings is the perfect way to scope out the competition and set goals for your team. If you rank on the Leaderboard, you can generate more leads by advertising your prestigious status. Take note of which top-performing agents to watch as you continue climbing your way up the rankings.

Q: Why am I not featured on the Leaderboard?

A: Based on your production levels, you do not currently qualify for the current month's top 200 rankings. Check back next month to see if you have made it onto the top 200 ranking status. If you want to perform better, and ensure you join the ranks of the top-producing agents in the county, we have countless free classes and resources available to help you hone your skills and prepare to close more deals.

Q: If I have a question regarding the Leaderboard, who should I contact?

A: You can email: **stats@sdmls.com**

Q: Is this a good indicator of whether or not I will qualify for a Circle of Excellence award?

A: Absolutely. If you are included within the Leaderboard top 200 ranking, we encourage you to check your production levels and apply for our 2022 Recognition of Excellence awards, which are based on production and units sold in a calendar year.