

From 30 to 83 producing agents — without adding staff

Team Peterson-Jackson tripled its producing-agent count in the two years after installing Agently — no new ops hires, no added cost, no burnout. Just an operating system that turns more agents into producers, fast.

CLIENT

Team Peterson-Jackson

BROKERAGE

eXp Realty

MARKETS

Detroit & Houston

AGENTLY SINCE

April 2024

NUMBER OF PRODUCING AGENTS

12 MONTHS PRE-INSTALL VS. MOST RECENT 12 MONTHS

30 → 83

+177% producing agents
— without adding more
staff or cost.

+88%

Closings (274 → 514)

+108%

Volume (\$32M → \$66.6M)

23 → 43

Closings per month

115 → 165

Capping transactions

Awarded Icons of
the Year
2025

Team Peterson-Jackson



Before and after Agently

12 months pre-install vs. the most recent 12 months. Paid closings only, pulled directly from transaction data with team-leader and mentor splits removed — nothing double counted.

METRIC	BEFORE	AFTER	CHANGE
Producing agents	30	83	+177% · nearly 3×
Paid closings	274	514	+88%
Sales volume	\$32M	\$66.6M	+108%
Monthly closing pace	23	43	+87%
Capping transactions	115	165	+43%

Growth came on top of the core, not instead of it: 25 of the 30 agents producing before install were still producing after.

The onboarding engine

You can't nearly triple producing agents without a machine that turns brand-new recruits into closers — without consuming leadership's time. That's exactly what Agently became.

86

Brand-new agents reached their first paid closing since install

485

Closings produced by those new agents

\$60.9M

Volume produced by those new agents

New agents ramp 2x faster

Median days from first to second closing, by rookie class



48.5%

Half of all production came from agents who had never closed a deal before

Since install, 86 brand-new agents reached their first paid closing inside Agently's onboarding and coaching system — and kept going.

Does Agently work?

“We credit 25 to 30% of this growth directly to the operating system we built inside Agently.”

LaShawn Peterson-Jackson · Team Leader, Team Peterson Jackson, eXp Realty

Two years on Agently, in totals

Cumulative results from install (April 2024) through July 14, 2026.

1,000

Paid closings — the 1,000th closed on Agently in July 2026

\$119.7M

Sales volume

\$3.1M

Gross commission income

112

Producing agents since install

Still accelerating

- **2026 is pacing 51% ahead of 2025** in closings — and 79% ahead in volume.
- **June 2026 was the best month in company history:** 69 closings, \$9.5M in volume.
- **Houston launched April 2025 on the same system:** 51 closings and \$9.8M already — pacing to nearly double this year.
- **143 transactions in the pipeline** worth \$17.4M as of July 2026.

Return on Investment

~56x ROI

Pre-install baseline GCI: \$2.05M

Actual GCI with Agently: \$3.09M

Incremental GCI: \$1.04M = ~56x ROI.

Scale your producing agents — not your overhead.

Learn how other teams and brokerages use Agently to turn more agents into consistent producers.

[Book a demo](#)

