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RISING STAR:

Rita Goforth

PARTNER SPOTLIGHT:

Atlantic Bay Mortgage Group

AGENCY SPOTLIGHT:

Trade & Tryon Realty

STANDOUT AGENT:

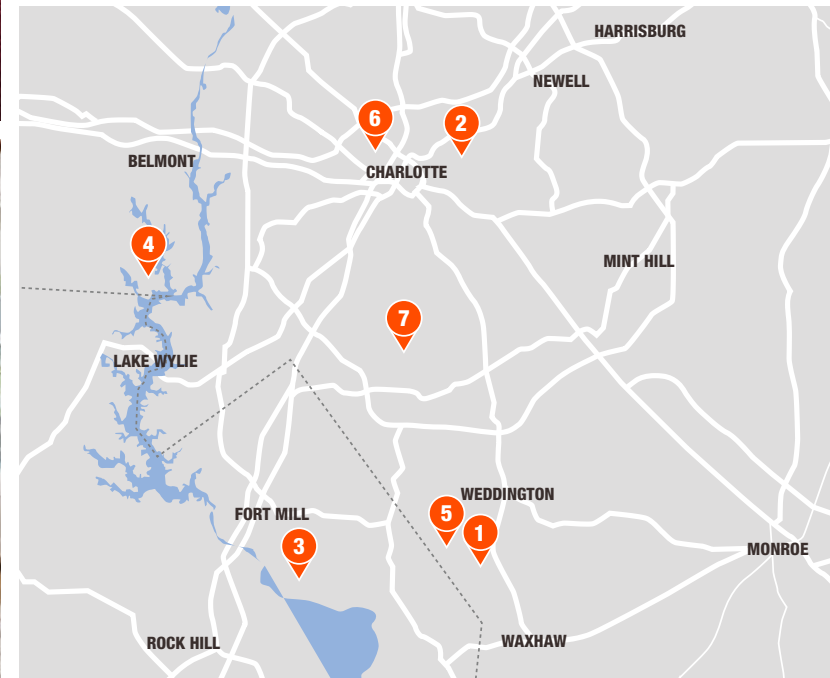
Sheri Tucker

TOP
200
STANDINGS

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Top 200 Standings

RP

If you are interested in contributing or nominating Realtors for certain stories, please email us at tom@charlotterealproducers.com.

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“Keep kissing
frogs until you
find a prince.”

Sylvia Hefferon

of RE/MAX Executive

» top producers

Written by **Heather Pluard**. Photos by **Kelly Klemmensen Photography**.

“Keep kissing frogs until you find a prince.”

Like love, that aphorism can also apply to real estate. And REALTOR® Sylvia Hefferon uses it often to help her clients stay focused on finding a home that’s just right for them. With over 30 years of industry experience, Sylvia knows patience is a virtue, and perseverance is the key to today’s challenging market.

“If you walk into a house, and it doesn’t feel right, walk away,” Sylvia says. “So many buyers are tempted to settle into today’s competitive market, but they shouldn’t. The right one will come along if they keep looking. I recently had a client who put in nine offers before having one accepted, but the ninth offer was on the best house! It will always work out if you do the right thing and put your client’s needs first.”

...

“

There is so much joy in helping people find homes. Success to me is being happy with what you do, happy with your work, and happy with yourself.”



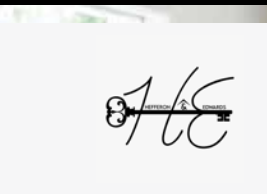
Sylvia has helped thousands of clients buy and sell homes. First as a single agent, then as a broker/owner, and now as a top-producing agent at RE/MAX, where she has been an award-winner for the last 14 years. She has won Platinum, Chairman, and Titan awards for sales volume, the Five Star Professional Award as “Best in Client Satisfaction” every year since 2012, and she entered the RE/MAX Hall of Fame in the first year she was eligible for the honor. Sylvia is already on track for Diamond Club this year, which she also won in 2020 and 2021.

“I grew up on a farm in Union County, getting up with the chickens and taking care of the cattle, so I’ve always worked hard,” Sylvia says. “Then I worked in social services for a hospital for a few years when I became a single mom after my divorce.”

Sylvia moved to Charlotte and launched a full-time career in real estate even though interest rates were 17%. “I didn’t know a soul, but I’m a relationships kind of girl, and I’ve built my whole career on that. So I went to work for a Century 21 franchise, got on the phone, and just started calling people. After a few years, I decided to take over the Century 21 franchise.”

Although Sylvia was a successful broker/owner, a breast-cancer diagnosis made her pivot. “Going through treatment gave me a different perspective on life,” she says. “My true love is bringing buyers and sellers together, not managing an office. So I sold the franchise in 2003, went back to the basics, and became a single agent at RE/MAX. There is so much joy in helping people find homes. Success to me is being happy with what you do, happy with your work, and happy with yourself.”





Of course, selling \$35 million last year is also a sign of Sylvia's success. And this year, she and her daughter-in-law, Danielle Edwards, started Team Hefferon-Edwards together. "Danielle has been in real estate for a long time, but I met her through my son," smiles Sylvia. "She has the same positive outlook on life and passion for real estate that I do, and we are building a team of like-minded agents who want to go out in the world and make a difference."

Today, Team Hefferon-Edwards includes three incredible full-time agents and Sylvia's right-hand man, Noel Brown, who has been with her since the 2000s. "You don't have to be related to be family," Sylvia says. "My clients are like family to me, too. They know I've got their back no matter what, and I will take care of them. I'm not into this for a one transaction deal. I'm in it for a lifetime. Real estate is a relationship-based business, and when you start getting invited to family reunions, you know you have arrived!"

Remarried in 1998 to her wonderful husband, Tom Hefferon, Sylvia loves spending time with her beautiful blended family, including three adult children, Tim Edwards, Ben Hefferon, and Samantha Peindl. Sylvia also has six amazing grandchildren! She also enjoys traveling. However, as an accomplished chef who attended Greenbriar's cooking school, Sylvia's favorite thing to do is entertain friends and family at home. "Presentation is everything," she says. "And small details like warm plates can make a big difference. I love throwing a fun dinner party to relax after a week of staying calm, solving problems, and closing deals in real estate. It's easy to sell a house, but it can be hard to get it closed. You have to be there the whole way for your clients without ever hitting the panic button. One of these days, I'm going to write a book with all my stories!"



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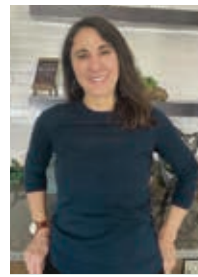


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OF KELLER WILLIAMS BALLANTYNE



►► rising star

Written by Allison Parker.
Photos by
Kelly Klemmensen Photography.

An ambitious go-getter with an entrepreneurial spirit, Rita Goforth stands out as a Rising Star! At age 23, this talented, spirited woman has no limits to her potential.

From age 18, Rita has been in business for herself. She started a residential cleaning business to fund college. However, during college, she soon realized she was not cut out to sit in class. Midway to three-quarters of the way through the semester, this brave gal decided to jump into real estate and never looked back.

Rita sums up her adventurous move: “I thought real estate was interesting and wanted a job where I would get to challenge myself and meet like-minded people!”

The year was 2018 and Rita took the intense six-week course to obtain her real estate license. Looking back, she remembers it tougher than it seemed to her at the time. She remembers going to sleep with study cards and living, eating, sleeping real estate until she accomplished her goal of becoming a licensed real estate agent.

Goforth has been with Keller Williams Ballantyne since she earned her license as a solo agent.

Three years – Canopy MLS Rookie of the Year 2020. Productivity Sales Coach for Keller Williams in 2021.

Three years – Career volume of around 20 million.

Wow – nothing like hitting the ground running!

Currently, she is targeted to do 15 million this year.

What is it that makes Rita so successful out of the gate?

Rita shares this advice, “Just keep your head down and work, don’t worry about what everyone else is doing. Be genuine and keep your client’s interest above your own, it will show, and people will want to keep working with you and want to tell their friends about you.”

Mentors are key.

“I have been fortunate to have many people mentor and coach me through my career. A few people that stand out are my BIC Sabra Romeo and the former team leader at Keller Williams Jim Fischetti. I also credit my sister Elizabeth for her help getting my license.”

Success comes with its share of struggles – no doubt.

Rita reflects. “When I got licensed, I was 20 years old and struggled with getting people to take me seriously. I think overcoming that and growing my self-confidence were the most challenging for me.”

Utilize your sphere.

Rita credits her success to her referrals from family, friends, and past clients. Her first closing was a friend she’d known for years. She remembers jokingly she almost begged for the opportunity to help out. From there, it spiraled upward. Her second closing was a dual buy/sell situation with a client.

Rita credits her passion for driving her success.

“I really enjoy being able to remove the stress around the buying and selling process and providing solutions. This market can feel uncertain and leave a lot of people unsure of what to do. I like to

...





“

I also love being able to exceed people's expectations. I think there's a lot of people that have had not-so-great experiences working through the buying or selling process and I enjoy being able to change that perspective for them and their future expectations

”



make sure people know all their options so they can make the most educated decisions. I also really enjoy giving back to newer agents and helping them grow their new businesses.” She adds. “I also love being able to exceed people's expectations. I think there's a lot of people that have had not-so-great experiences working through the buying or selling process and I enjoy being able to change that perspective for them and their future expectations.”

When not working with clients, Rita loves traveling, spending time with her friends, learning new things, and real estate investing. She currently has a home in Southend under remodel which she plans to use as an Air BNB. She is optimistic and looking for more properties to add to her portfolio. Her brother works within construction so the pair are like a dynamic duo. They are a close-knit bunch with Rita as the middle child of

seven. Go figure as to why she is such the diplomat and multitasker. The siblings enjoy heading home to have “family night” once a week where they cook and spend time catching up, playing games, and enjoying the beautiful Carolina weather.

Looking to the future, Rita has a vision that follows up with her passion and love for real estate.

“I'm a big advocate for real estate and real estate investing, I think everyone should own real estate and I really enjoy teaching people different ways to invest. I currently own the house in Southend as well as the property I live in. I have also invested in multiple real estate flips and other investment opportunities. I look forward to growing my portfolio and helping my clients do the same.”

To reach Rita Goforth, please contact her at (704) 942-1334 or ritagoforth@kw.com.

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MIKE RAY

of Atlantic Bay Mortgage Group



▶ partner spotlight

Written by **Heather Pluard**.
Photos by **Kelly Klemmensen Photography**.

“In an ultra-competitive real estate market, surrounding yourself with partners who are experienced and willing to drop everything to help you and your client succeed puts you one step ahead of your competition.” These are the words that Senior Mortgage Banker Michael Ray lives by, and they set him apart in the industry.

Michael launched his career in lending in 2008, right as the great recession was happening. Since then, he has seen the mortgage pendulum swing from one end to the other, with guidelines and requirements changing almost daily. Over the years, he also noticed how rates affect buyer behavior, so he developed strategies to help buyers achieve their goals. Today, clients and REALTORS® alike view Michael as a knowledgeable resource and trusted lender.

“I strive to make the mortgage process as simple and stress-free as possible,” Michael says. “I stay on top of all the changes, and my vast experience has taught me that communication is the most important part of every transaction. That’s why I set expectations upfront and prioritize communication throughout the entire process. I truly enjoy getting to know my clients, listening to their needs, and putting all the puzzle pieces together to help them be in the best possible financial situation.”

A Fort Worth, Texas, native, Michael attended UNC Wilmington, where he earned a B.S. in Finance and met his wife, Emily. After graduation, BB&T (now Truist) hired Michael into a Leadership Development Program, where he learned many aspects of consumer banking services. That’s when Michael chose to focus on the mortgage side of finance, a decision that ultimately brought the couple to Charlotte.

“Mortgages are not a one-size-fits-all product,” Michael says. “I educate, advise, and partner with clients to help them achieve their goal of homeownership. And the outcome is very rewarding!”

I value each buyer’s experience, giving them the white glove treatment from our initial conversation through closing. I also enjoy seeing the success of my referral partners as they grow and further establish themselves as premier agents in the Charlotte region. A friendly, knowledgeable, and efficient mortgage banker is an asset, and assembling an effective team around your clients is key to an effortless transaction.”

In addition to being licensed in North Carolina, Michael is also licensed and can assist with mortgage lending in South Carolina, Georgia, and Virginia. In 2020, Michael began working at Atlantic Bay Mortgage Group where he continues to provide the same expert-level service that he has for his whole career. “My referral partners constantly feel supported, informed, and confident that the lending process will go smoothly when they work with me,” he says. “I’m honored to be their trusted resource, and I pride myself on being reliable, responsive, and professional in every communication, every single day. I’m also thrilled to be with Atlantic Bay Mortgage Group. We provide mortgage financing for all residential real estate transactions, including purchase, refinance, and construction/permanent loans, and our company is known for closing on time without hassle.”

When he isn’t helping clients and referral partners, Michael loves being with Emily and their 7-year-old daughter, Finley, who likes everything to do with animals and has discovered her passion for horseback riding. The family enjoys trying new restaurants, going to sporting events, and spending time together with their two doodles, Beau and Cooper. Michael is also a fishing fanatic.



“I strive to make the mortgage process as simple and stress-free as possible... I stay on top of all the changes, and my vast experience has taught me that communication is the most important part of every transaction.”



“Put a fly rod in my hand, and I will be happy,” he smiles. “I also enjoy driving my old Porsche and going to car shows. Finley has recently taken an interest in cars and likes to come with me, which makes the experience even more special. But honestly, helping people make the right financial decisions brings me joy, too. The mortgage industry has been a rollercoaster these past 14 years, but I love what I do!”

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of Trade & Tryon Realty



RELATIONSHIPS ARE THE CORE OF WHO WE ARE

Beginning with the Carolina Gold Rush in 1799, enterprising people have moved to the Charlotte area to strike it rich. Today, local real estate is as good as gold, and Trade & Tryon Realty is living up to its namesake as the point of discovery. An entrepreneurial spirit drives the firm's success, attracting like-minded agents and leading to golden client outcomes.

"Relationships are the core of who we are," says Trade & Tryon Partner and Broker in Charge Mike Hosey. "All of our agents are deeply connected to the community and committed to helping clients reach their goals. We understand that real estate is an investment as much as a place to call home. As knowledgeable real estate advisors, we come alongside clients to help them make the best possible decisions, and we love digging out good deals for them!"

With a mission to love and serve others, Trade & Tryon launched in 2018 and quickly earned a reputation for exceptional service. But what sets it apart from other firms is its focus on providing value to clients and agents alike. "Our

thought process from the beginning has been to address agent nerve points and make life easier for them so that they can focus on 'wowing' their clients," Mike says. "First, we developed one of the most aggressive agents-favored compensation plans in the market. Next, we put outstanding lead generation and sharing systems in place while providing online leads and access to a national referral network. Then we built a list of preferred contractors and trusted vendor resources to share with clients. All of it is tied together with the support of our boutique firm's services, like providing a closing coordinator and addressing administrative needs."

In addition to being the Broker in Charge of Trade & Tryon Realty's North Carolina office, Mike is a top-producing REALTOR® with his boots on the ground. He sold over \$19 million last year and had 55 transactions. "I'm in houses almost every day, so I know what the market is doing at all times and what agents need to succeed," Mike says. "We also understand that success looks different to each agent. Our goal is to meet agents where they are and help them get to where they want to be. So we offer one-on-one training, provide web-based training, and always keep an open-door policy."

Trade & Tryon's team of eight agents are all entrepreneurs at heart, and none of them have a corporate-job mindset. Mike's son, Scott Hosey, founded the company and runs it with his father. "Like those early gold rushers, we are a team of self-starters who thrive on independence and opportunity," Mike says. "But we also have a strong sense of community here. We cover for each other when needed, call each other with questions, and help each other out."

...

“

WE WANT OUR CLIENTS TO FEEL LIKE THEY STRUCK GOLD AFTER WORKING WITH US, and nothing is more rewarding than seeing people happy after helping them reach their real estate goals and dreams.

”



...

Additionally, Trade & Tryon provides the systems and support agents need to run their business effectively and be successful. “My number-one tip for agents is to provide value in everything they do. At Trade & Tryon, we empower our agents with unique advantages to give our clients an exceptional experience.”

Poised to grow exponentially, Trade & Tryon plans to onboard 12 more agents this year. “We’ll continue to build our team with the right people,” Mike says. “It’s not about numbers just for number’s sake. We want our clients to feel like they struck gold after working with us, and nothing is more rewarding than seeing people happy after helping them reach their real estate goals and dreams.”



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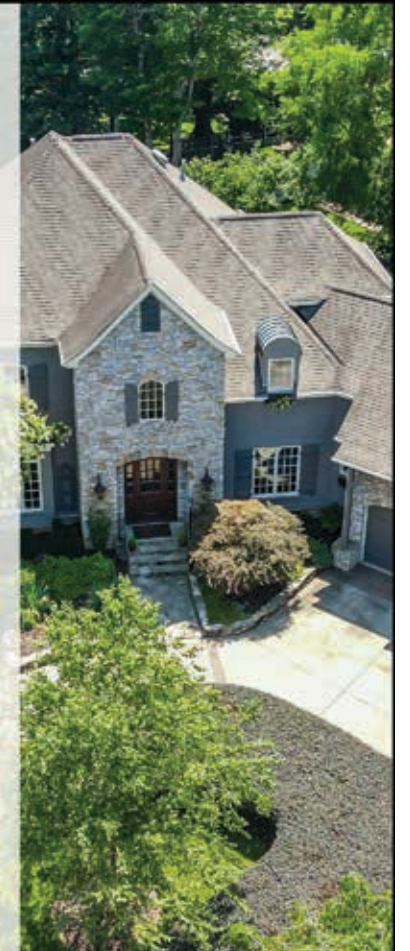
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▶▶ **standout agent**

Written by **Heather Pluard**

AUTHENTICITY, INTEGRITY, AND CONFIDENCE

Sheri Tucker

OF TRUE LEGACY REALTY

Forget average. REALTOR® Sheri Tucker is all about excellence! Since obtaining her license three years ago, Sheri has stood out from the crowd and sold more than \$2 million in real estate. Her authenticity, integrity, and confidence are like magnets for discerning clients.

“Clients are attracted to relatability and personality, and building trust with them is organic when they can see the real you,” Sheri explains. “Having the courage to be myself, along with the knowledge to educate others about real estate, has afforded me the ability to ease doubt and fear in today’s challenging market and help clients accomplish their dream of homeownership.”

After going through a difficult divorce, followed by therapy and a lot of self-care, Sheri was in search of a career that would bring her joy. Real estate was the perfect fit. “I have always loved real estate,” she says. “The structure of houses and buildings,

construction, and décor has always been interesting to me. And I was attracted to the lucrative income and endless opportunities that real estate provides. But what I really wanted was a fulfilling career where I could help people accomplish their dreams, and that’s why I chose to become a REALTOR® in December of 2019.”

Sheri launched her career as a single agent at True Legacy Realty and has been with the boutique firm ever since. “At first, I was concerned I would struggle without the support and systems of a larger firm, but it has worked out great! Starting in the smaller agency world allowed me to build processes and systems that work best for me as an independent contractor. It also pushed me to invest in myself and my business to increase volume and sales. I love highlighting my originality in marketing and accurately showcasing my personality. Plus, I’ve built an amazing network of industry professionals.”

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Photo by Silvio

Photo by Silvio



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As a real estate leader and influencer, Sheri is passionate about eliminating the fear of homeownership through exceptional service and education. “I enjoy building relationships and educating as many people as possible on the buying and selling process so that the homeownership journey is less fearful and more rewarding,” she says. “I especially enjoy teaching youth about real estate to increase their chances of becoming homeowners at a young age.”

With a unique vision and mindset, Sheri is blazing her way to the top of the market. “I don’t succumb to the opinions of others,” she says. “Many will try and discourage you from being yourself because of their fear of the unknown or the image it may create. I overcame that by committing to authenticity and staying focused on my vision. When I set out to become a REALTOR®, I knew that I couldn’t be the average agent. I wanted to succeed in an aggressive market, and I understood it would take me doing things differently and using a higher-standard scale.”

Today, Sheri is ready to share her vision with like-minded agents and plans to start a team later this year. Her focus will remain on education, personal integrity, and increasing homeownership for clients of all backgrounds. Outside of work, Sheri loves spending time with family and traveling.

Photo by Tam Photography



Photo by Silvio



Many will try and discourage you from being yourself because of their fear of the unknown or the image it may create. I overcame that by committing to authenticity and staying focused on my vision. When I set out to become a REALTOR®, I knew that I couldn’t be the average agent. I wanted to succeed in an aggressive market, and I understood it would take me doing things differently and using a higher-standard scale.

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TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8th, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
1	Jerry Smith	NVR Homes, Inc./Ryan Homes	126.0	49,940,226	396,351	1.01
2	Bradley Flowers	Opendoor Brokerage LLC	110.5	43,254,769	391,446	0.88
3	Jimmy McClurg	Meritage Homes of the Carolina	87.0	34,761,035	399,552	0.70
4	Joy Thomas	Enjoy Charlotte Living LLC	67.0	24,712,099	368,837	0.50
5	Steve Casselman	Austin Banks Real Estate	75.0	24,272,800	323,637	0.49
6	Bill Esterline	BEI Realty Group LLC	50.0	16,539,000	330,780	0.33
7	Margaret Craker	Mark Spain Real Estate	44.0	15,957,423	362,669	0.32
8	Michael Conley	Eastwood Homes	36.0	15,823,479	439,541	0.32
9	Adam Martin	TLS Realty LLC	42.0	15,506,266	369,197	0.31
10	Lori Jackson	Ivester Jackson Properties	5.5	14,080,000	2,560,000	0.29
11	Matt Stone	The Matt Stone Team	33.0	13,737,569	416,290	0.28
12	Meg Kerlin	Zillow Homes Inc	30.5	12,578,830	412,421	0.25
13	Cathy Wiesneth	Toll Brothers Real Estate Inc	21.0	12,287,568	585,122	0.25
14	Stacey Sauls	Keller Williams Connected	19.0	11,643,082	612,794	0.24
15	Barbara Harris	Mark Spain Real Estate	32.0	11,497,625	359,301	0.23
16	Mary Keller	Zillow Homes Inc	27.0	11,488,500	425,500	0.23
17	Kenneth Panora	Zillow Homes Inc	28.0	11,280,100	402,861	0.23
18	Catherine Weide	Zillow Homes Inc	27.0	10,813,033	400,483	0.22
19	Brannon Whitesell	Zillow Homes Inc	26.0	10,645,700	409,450	0.22
20	Chuck Calvello	Keller Williams South Park	7.0	10,589,500	1,512,786	0.21
21	Bill Wagenseller	EXP REALTY LLC	5.0	10,302,772	2,060,554	0.21
22	Koji Krzywosz	Mark Spain Real Estate	28.0	10,118,350	361,370	0.20
23	David Hoffman	David Hoffman Realty	7.0	9,437,703	1,348,243	0.19
24	Matt Sarver	Keller Williams Lake Norman	15.5	8,841,848	570,442	0.18
25	Alison Alston	Costello Real Estate and	26.5	8,722,100	329,136	0.18
26	Becca Waybright	Simonini Realty Inc	6.0	8,508,444	1,418,074	0.17
27	Meghan Wilkinson	Corcoran HM Properties	5.0	8,387,500	1,677,500	0.17
28	Cherie Burris	RE/MAX Executive	30.0	8,288,977	276,299	0.17
29	Jenny Miller	David Weekley Homes	17.5	8,232,401	470,423	0.17
30	Greg Martin	MartinGroup Properties Inc	14.0	8,120,659	580,047	0.16
31	Lucy Butler	Cottingham Chalk	4.0	8,010,000	2,002,500	0.16
32	Minna Henry	Zillow Homes Inc	18.0	7,761,500	431,194	0.16
33	Kris Boschele	Ideal Realty Inc	22.0	7,722,000	351,000	0.16

Rank	Agent Name	Office	Count	Volume	Average	Market Share
34	Phil Puma	Puma & Associates Realty, Inc.	14.5	7,676,930	529,443	0.16
35	Meghan Lluberas	Dickens Mitchener & Associates	6.0	7,492,868	1,248,811	0.15
36	Min Li	ProStead Realty	15.5	7,488,979	483,160	0.15
37	Chelsea Weisensel	Keller Williams Ballantyne Area	13.0	7,460,000	573,846	0.15
38	Nicole George	Keller Williams Ballantyne Area	15.0	7,284,192	485,613	0.15
39	Bala Sure	RE/MAX Executive	16.0	7,227,370	451,711	0.15
40	Patty Hendrix	Corcoran HM Properties	4.0	7,105,500	1,776,375	0.14
41	Balaji Tatineni	JVC Realty, LLC	15.0	6,863,318	457,555	0.14
42	Kranthi Aella	Red Bricks Realty LLC	16.0	6,814,230	425,889	0.14
43	Jennifer Jackson	Allen Tate SouthPark	2.0	6,761,700	3,380,850	0.14
44	Michele Scott	EHC Brokerage LP	12.0	6,736,474	561,373	0.14
45	Gina Lorenzo	COMPASS Southpark	8.0	6,735,400	841,925	0.14
46	Ann-Dorthe Havmoeller	Allen Tate Steele Creek	9.0	6,676,335	741,815	0.14
47	Trent Corbin	Keller Williams South Park	18.0	6,636,850	368,714	0.13
48	Chris Burlos	RE/MAX Executive	3.0	6,395,000	2,131,667	0.13
49	Ron Breese	RE/MAX Executive	13.5	6,322,900	468,363	0.13
50	Derek Borte	Pulte Home Corporation	9.5	6,217,624	654,487	0.13

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
51	Susan Ayers	Clickit Realty	19.0	6,187,700	325,668	0.13
52	Kristin Wing	DR Horton Inc	12.5	6,138,647	491,092	0.12
53	Maren Brisson	Corcoran HM Properties	6.0	6,113,400	1,018,900	0.12
54	Jessica Martin	TSG Residential	5.0	6,063,137	1,212,627	0.12
55	Nicole Leininger	Premier Sothebys International	6.0	6,047,000	1,007,833	0.12
56	Thomas Shoupe	Opendoor Brokerage LLC	13.0	6,018,000	462,923	0.12
57	Kyle Bender	EXP Realty LLC	14.5	5,901,415	406,994	0.12
58	Roger V. Berrey	RE/MAX Executive	4.0	5,836,540	1,459,135	0.12
59	Bobby Sisk	Nestlewood Realty, LLC	10.5	5,792,800	551,695	0.12
60	Andrew Sharpe	SE Premier Properties LLC	10.5	5,743,500	547,000	0.12
61	Brooke Arey	Pulte Home Corporation	8.5	5,716,163	672,490	0.12
62	Tony Karak	Better Homes and Gardens Real	15.0	5,665,691	377,713	0.11
63	Jackie Smith	RE/MAX Executive	6.0	5,563,000	927,167	0.11
64	Monte Grandon	Wilkinson ERA Real Estate	9.0	5,552,503	616,945	0.11
65	Laura Maultsby	Maultsby Realty Group	13.5	5,515,563	408,560	0.11
66	Lauren Dayton	Helen Adams Realty	7.0	5,488,000	784,000	0.11
67	Lawrie Lawrence	Century 21 Lawrie Lawrence	4.0	5,484,000	1,371,000	0.11
68	Matt Claxton	My Townhome LLC	9.0	5,461,208	606,801	0.11
69	Ben Bowen	Premier Sotheby's International	4.0	5,455,000	1,363,750	0.11
70	Susan May	Corcoran HM Properties	5.0	5,435,000	1,087,000	0.11
71	Amy Gamble	Helen Adams Realty	9.0	5,425,928	602,881	0.11
72	Tracy Olson	CCNC Realty Group LLC	14.0	5,419,085	387,078	0.11
73	Jon DiCiasare	CCNC Realty Group LLC	14.0	5,419,085	387,078	0.11
74	Matt Mulvihill	Sycamore Properties Inc	14.0	5,410,300	386,450	0.11
75	Drew Choate	Keller Williams Connected	8.5	5,404,012	635,766	0.11
76	Jessie Colburn	Kirkwood Realty LLC	14.0	5,274,200	376,729	0.11
77	Cannon Walker	Lennar Sales Corp	9.0	5,220,066	580,007	0.11
78	Joan Goode	Dickens Mitchener & Associates	7.0	5,202,500	743,214	0.11
79	Peggy Peterson	Corcoran HM Properties	5.5	5,116,200	930,218	0.10
80	Steve Rogers	S Rogers Properties	2.0	5,100,000	2,550,000	0.10
81	Don Gomez	C-A-RE Realty	15.0	5,096,600	339,773	0.10
82	Lori Scherrman	First Priority Realty Inc.	8.0	5,051,500	631,438	0.10
83	Nancy Braun	Showcase Realty LLC	24.5	5,031,358	205,362	0.10

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TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8th, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
84	Libby Gonyea	Helen Adams Realty	4.0	5,000,000	1,250,000	0.10
85	Heather Gibbs	Corcoran HM Properties	7.0	4,944,918	706,417	0.10
86	Tom Palmer	Terra Vista Realty	5.0	4,922,000	984,400	0.10
87	Nadia Meredith	Cottingham Chalk	4.0	4,903,000	1,225,750	0.10
88	Thomas Underwood	New Home Real Estate LLC	3.0	4,890,000	1,630,000	0.10
89	Jill Moyer	Redfin Corporation (161705)	8.5	4,822,219	567,320	0.10
90	Amy Baker	Allen Tate University	12.0	4,810,208	400,851	0.10
91	Melissa Berens	Keller Williams South Park	10.0	4,701,285	470,129	0.10
92	Kim Warden	COMPASS Southpark	5.5	4,700,000	854,545	0.10
93	Philip Ostwalt	Ronald Scott Properties Inc	15.0	4,648,850	309,923	0.09
94	Catherine Taylor	Allen Tate Lake Norman	3.0	4,606,000	1,535,333	0.09
95	Brandi Boncore	David Hoffman Realty	1.0	4,600,000	4,600,000	0.09
96	Mary Ann Dumke	Pulte Home Corporation	6.0	4,587,735	764,623	0.09
97	Emily Dengler	Pulte Home Corporation	8.0	4,583,660	572,958	0.09
98	Brett Carraway	Northstar Real Estate, LLC	9.0	4,581,000	509,000	0.09
99	Angela Purvis	RE/MAX Executive	13.0	4,540,650	349,281	0.09
100	Christy Bradshaw	RE/MAX Leading Edge	12.0	4,533,551	377,796	0.09

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
101	Jamie Warner	SDH Charlotte LLC	10.0	4,527,115	452,712	0.09
102	Michael Wright	James Custom Homes Inc	5.0	4,520,560	904,112	0.09
103	Chip Jetton	Cottingham Chalk	5.0	4,509,000	901,800	0.09
104	Michael Orlando	TSG Residential	1.0	4,500,000	4,500,000	0.09
105	Timothy Melton	Sycamore Properties Inc	12.0	4,459,385	371,615	0.09
106	Olga Kichigina	Home Team Pros	12.5	4,423,000	353,840	0.09
107	Mike Feehley	Ivester Jackson Distinctive	3.0	4,415,000	1,471,667	0.09
108	Kristi VanHoy	EXP Realty LLC Mooresville	2.0	4,390,000	2,195,000	0.09
109	Sally Awad	Weichert Realtors Sally Awad	7.0	4,372,000	624,571	0.09
110	Paul Sum	Coldwell Banker Realty	13.0	4,361,500	335,500	0.09
111	Mark Linch	Longvale Investments INC	16.5	4,314,450	261,482	0.09
112	Oleg Kravchenko	Home Team Pros	12.5	4,307,000	344,560	0.09
113	Gretel Howell	Allen Tate Lake Norman	4.0	4,298,000	1,074,500	0.09
114	David Upchurch	David Upchurch Real Estate	9.0	4,278,200	475,356	0.09
115	Debbie Micale	Hopper Communities INC	9.0	4,270,500	474,500	0.09
116	Suzette Gray	Coldwell Banker Realty	7.0	4,232,990	604,713	0.09
117	Ravi Vasireddy	Ram Realty LLC	2.0	4,230,740	2,115,370	0.09
118	Matthew Paul Brown	Reside Realty LLC	5.0	4,227,000	845,400	0.09
119	John Peters	JPeters Realty, LLC	9.0	4,204,450	467,161	0.09
120	David Wood	Pilot Realty & Development	18.0	4,174,898	231,939	0.08
121	Jason Brodsky	EXP Realty LLC	8.0	4,159,000	519,875	0.08
122	Sunisay Yates	Yates Realty Inc	4.0	4,134,719	1,033,680	0.08
123	Robert McClure Jr	EXP REALTY LLC	10.0	4,134,100	413,410	0.08
124	Javier Sims Davila	RE/MAX Executive	6.5	4,101,300	630,969	0.08
125	Stephen Scott	Realty Dynamics Inc.	12.0	4,094,900	341,242	0.08
126	Heather Mackey	Mackey Realty LLC	4.0	4,054,900	1,013,725	0.08
127	Suzanne Roth	Fielding Homes LLC	8.0	4,052,684	506,586	0.08
128	Weezy Parsons	Simonini Realty Inc	3.0	4,041,300	1,347,100	0.08
129	Lilliah Moseley	Redfin Corporation (161705)	9.0	4,021,000	446,778	0.08
130	Samuel Nueman	Nueman Real Estate Inc	17.0	4,018,200	236,365	0.08
131	Jack Marinelli	Helen Adams Realty	10.5	4,015,990	382,475	0.08
132	Josh Tucker	Corcoran HM Properties	1.0	4,000,000	4,000,000	0.08
133	Gopal Kasarla	Prime Real Estate Advisors LLC	10.0	3,999,861	399,986	0.08




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TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8th, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
134	Cheryl Pierce	Lennar Sales Corp	8.0	3,999,136	499,892	0.08
135	Greg Stallard	SM North Carolina Brokerage LLC	10.0	3,967,263	396,726	0.08
136	Josh Dearing	Costello Real Estate and	7.0	3,956,126	565,161	0.08
137	Jeremy Ordan	Allen Tate Providence @485	7.5	3,932,960	524,395	0.08
138	Jay White	Keller Williams Ballantyne Area	9.5	3,928,092	413,483	0.08
139	Krista Cutler	EXP Realty LLC	10.0	3,901,500	390,150	0.08
140	Lexie Longstreet	Savvy + Co Real Estate	6.0	3,891,000	648,500	0.08
141	Holly Webster	Helen Adams Realty	8.0	3,887,323	485,915	0.08
142	Debbie Monroe	Lake Norman Realty Inc	5.0	3,870,000	774,000	0.08
143	Lisa Varon-Soto	Keller Williams Connected	4.0	3,859,725	964,931	0.08
144	George Joseph	KJ Realty LLC	9.0	3,847,000	427,444	0.08
145	Cory Wing	CCNC Realty Group LLC	10.0	3,812,830	381,283	0.08
146	Perry Butler	Better Homes and Gardens Real	13.0	3,807,500	292,885	0.08
147	Michelle Alexander	The Alexander Realty Group	2.0	3,800,000	1,900,000	0.08
148	Molly Zahn Harrison	Keller Williams South Park	6.0	3,762,500	627,083	0.08
149	Alison Smith	Allen Tate Center City	1.0	3,700,000	3,700,000	0.07
150	Brad Walser	Carolina Land and Home LLC	33.0	3,697,500	112,045	0.07

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
151	Jon Bartholomew	Redfin Corporation (161705)	9.0	3,663,714	407,079	0.07
152	Mike Morrell	Keller Williams Connected	9.0	3,659,251	406,583	0.07
153	Mary Wang	Prestige Properties Group	8.0	3,651,932	456,492	0.07
154	Leigh Corso	Cottingham Chalk	4.0	3,602,604	900,651	0.07
155	Jaci Reynolds	RE/MAX Executive	17.0	3,597,400	211,612	0.07
156	Scott Russo	The McDevitt Agency	4.0	3,580,000	895,000	0.07
157	Heather Cook	Real Broker LLC	8.0	3,533,289	441,661	0.07
158	Shawn Gerald	EXP REALTY LLC	8.0	3,522,490	440,311	0.07
159	Nancy Buckstad	EXP Realty LLC Mooresville	9.5	3,499,376	368,355	0.07
160	Ashley McMillan	Dickens Mitchener & Associates	4.0	3,499,000	874,750	0.07
161	Christy Allen	The Allen Team Inc	7.5	3,492,793	465,706	0.07
162	Sarah Rutkowski	RE/MAX Executive	7.0	3,481,500	497,357	0.07
163	Evelyn Vargas	Lennar Sales Corp	8.0	3,481,202	435,150	0.07
164	Emily Heffernan	Helen Adams Realty	2.0	3,468,000	1,734,000	0.07
165	Joe Viotto	Lennar Sales Corp	8.0	3,467,673	433,459	0.07
166	Sherry George	Dickens Mitchener & Associates	4.0	3,439,512	859,878	0.07
167	Brandon Lawn	Brandon Lawn Real Estate LLC	5.0	3,437,500	687,500	0.07
168	Chelsea Pegram	Southern Charm Realty &	2.0	3,430,000	1,715,000	0.07
169	Enrique Alzate	NorthGroup Real Estate, Inc.	12.0	3,429,843	285,820	0.07
170	Tyler Goldsmith	Carolina Sky Real Estate Group,	9.0	3,413,000	379,222	0.07
171	Bala Mekala	Eesha Realty LLC	7.0	3,406,671	486,667	0.07
172	Douglas Christen	Nestlewood Realty, LLC	8.0	3,399,900	424,988	0.07
173	Cam Barnett	Pulte Home Corporation	5.0	3,391,116	678,223	0.07
174	Mark McClaskey	Wilkinson ERA Real Estate	6.0	3,388,437	564,740	0.07
175	Kate Terrigno	Corcoran HM Properties	4.0	3,385,000	846,250	0.07
176	Ryan Palmer	Realty ONE Group Select	8.5	3,375,165	397,078	0.07
177	Matt Cox	Keller Williams South Park	4.0	3,369,000	842,250	0.07
178	Robin Hurd	Carolina Realty Solutions	6.0	3,355,500	559,250	0.07
179	Olivia Hwang	Keller Williams South Park	8.5	3,349,900	394,106	0.07
180	Zach Stamey	Wilkinson ERA Real Estate	6.0	3,346,500	557,750	0.07
181	Cindy Lisiecki	Pulte Home Corporation	6.0	3,342,594	557,099	0.07
182	Chris Rogalski	Ideal Realty Inc	8.0	3,335,200	416,900	0.07
183	Shawn Knight	Helen Adams Realty	2.0	3,305,000	1,652,500	0.07

TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8th, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
184	Tracy Davis	Ivester Jackson Properties	1.0	3,300,000	3,300,000	0.07
185	Kevin Walsh	Lennar Sales Corp	6.5	3,286,248	505,577	0.07
186	Andy Griesinger	EXP Realty LLC	8.0	3,284,900	410,613	0.07
187	Gary Knox	The Knox Group	3.0	3,284,000	1,094,667	0.07
188	Jocelyn Rose	Corcoran HM Properties	2.0	3,269,000	1,634,500	0.07
189	Melissa Polce	Wilkinson ERA Real Estate	7.0	3,258,250	465,464	0.07
190	Thomas Mallette	Better Homes and Gardens Real	13.0	3,256,900	250,531	0.07
191	Austin Snyder	Keller Williams South Park	7.0	3,252,270	464,610	0.07
192	Sudhakar Meenige	Sudhakar Homes	7.0	3,238,157	462,594	0.07
193	Cindy Hope	Allen Tate Matthews/Mint Hill	7.0	3,232,274	461,753	0.07
194	Chandra Mavuluri	Tech Realty LLC	9.0	3,207,490	356,388	0.06
195	Lind Goodman	BSI Builder Services	8.0	3,205,290	400,661	0.06
196	Ann Wood Holladay	Wood-Williams Realty LLC	1.0	3,200,000	3,200,000	0.06
197	Liz Young	RE/MAX Executive	5.0	3,195,000	639,000	0.06
198	David Stickle	Lennar Sales Corp	6.0	3,192,876	532,146	0.06
199	Shelley Johnson	EXP Realty LLC Mooresville	9.0	3,189,563	354,396	0.06
200	Melissa Baker	Allen Tate Steele Creek	6.0	3,188,150	531,358	0.06

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