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Top 200
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MEET THE CHARLOTTE REAL PRODUCERS TEAM



Tom Bramhall

Publisher
tom@CharlotteReal
Producers.com



Katie Connelly

Editor
Creative@Charlotte
RealProducers.com



Kelly Klemmensen

Photographer, Owner of Kelly
Klemmensen Photography
kellyklemmensennllc@gmail.com



Edna Loya Luna

Marketing Director
events@charlotterealproducers.com



Taylor Grossman

Client Concierge



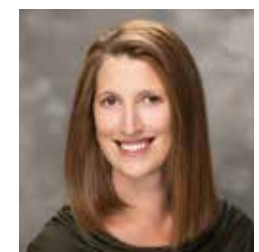
Heather Pluard

Writer



Allison Parker

Writer
AllisonParkerWrites.com



Mallory Benz

Writer



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Kim Warden
and company

» top producer
Written by Heather Pluard. Photos by Kelly Klemmensen Photography.

PATIENCE, KINDNESS, AND UNCONDITIONAL LOVE

KIMBERLY warden

OF COMPASS CHARLOTTE

PATIENCE, KINDNESS, AND UNCONDITIONAL LOVE ARE JUST A FEW THINGS YOU LEARN TO MASTER WHILE WORKING WITH AND TRAINING ANIMALS. JUST ASK TOP-PRODUCING REALTOR® KIM WARDEN! SHE RAISED AND TRAINED AWARD-WINNING DOGS AND HORSES FOR OVER 16 YEARS BEFORE SELLING HER FARM AND STARTING A NEW BUSINESS. SINCE 2014, KIM HAS CHanneled ALL THAT WISDOM AND COMPASSION INTO TAKING EXCEPTIONAL CARE OF HER REAL ESTATE CLIENTS.

“You have to let people and animals be who they are in their moment,” Kim says. “And you learn work on their timeline, having patience until they understand and grasp the concepts you are teaching. Force won’t work. Animals and humans react best to kindness and unconditional love. So if a client is having a hard day, I understand that. We all have those days. Often, it is as simple as offering to catch up and chat. All they really need is a hug and some reassurance.”

A Wisconsin native and University of Indiana graduate, Kim spent most of her adult life in the financial industry. She worked as a CPA for a Big Eight accounting firm after college and has lived all

over the country. When she landed in Charlotte, she completely changed gears and the family bought a 12-acre farm. “I love animals and always have,” Kim smiles. “When I was little, I had a pony named Bacon for a summer. The entire family loves animals, so having our own place was spectacular. I lived in overalls and work boots, and my kids, Brittany and Jake, helped me run the farm. We even competed with our Corgis at Westminster once. Brittany rode our horses and competed in the A Show Hunter-Jumper Circuit, which is the highest level of competition. It was fun and kept us all close.”

...

“YOU HAVE TO LET PEOPLE AND ANIMALS BE WHO THEY ARE IN THEIR MOMENT.”



When her kids went off to college, Kim decided to make another fresh start. A friend had told her she would make a great agent, so after moving to Dilworth, she obtained her license and started working at a small boutique firm in SouthEnd. “I hit the ground running,” Kim says. “By the time you’re my age, you’re great at problem-solving, and you aren’t afraid to go after what you want. Plus, I’ve never shied away from hard work. I’ve owned a business most of my life, so I knew how to organize and what it takes to be successful. I made a plan, worked it daily, and focused some of my maternal instincts on my clients. Real estate was an all-around win.”

In 2021, after much consideration, Kim decided to join Compass. “I wanted to be a part of a tech-forward company with a very specific culture and feel,” she explains. “Compass offers tremendous support and exactly that culture. I have an incredible client management system now, and I am constantly learning new things. I use that tech to keep in touch with my clients who are family to me. I absolutely love being surrounded by high-level agents I can elevate to and with. Compass is the perfect fit for me.”

Kim sells about \$25 million a year now and has a 98% referral rate. Her best advice for new agents is to focus on what’s important. “Don’t worry about your next closing or the money,” she says. “Get in there and do your best for your clients every single day. Focus on that, and the success will come. Compass culture emphasizes the same. Traditional marketing is secondary. You’ll do great if you keep your sphere healthy and cherish your relationships. I love my clients, and I am not shy to share an opinion. I want them to know everything when considering a home so they can make an educated decision. Then, I fully support that decision and go after what they want. When clients call me back two, three, and even four times to help them with another home purchase or sale, or refer me to their friends, that’s my idea of success.”

...

...

When Kim isn't loving on clients, she enjoys daily talks with her children and being with her two Goldendoodles, Josephine (Joey) and Diesel. "They are such unconditional loving creatures," she smiles. "Diesel is a trained service and therapy dog. Joey is hoping to be the same one day. Caring for animals creates patience and wisdom that can be applied anywhere, especially in real estate during a stressful day. My dogs and horses taught me a lot about being in human relationships!"

“GET IN THERE
AND DO YOUR
BEST FOR YOUR
CLIENTS EVERY
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FOCUS ON THAT,
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» rising star

Written by Allison Parker.
Photos by Kelly Klemmensen Photography.

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The ABCs of Real Estate with

RACH EL COST

RACHEL COST
OF DAVID
HOFFMAN REALTY

Rachel Cost is not just a REALTOR®. She is an educator in the art of real estate transactions — whether it be winning the bidding war, without having to pay the highest price, selling above market value in the community, or helping an investor with a flip or long-term investment.

As Director of Sales for David Hoffman Realty, Rachel is able to share her passion for growth and education with her clients, firm, and colleagues alike. She is a born leader and teacher. A former public-school educator, Rachel has over 10 years as a middle and high school teacher before her path changed into real estate.

Speaking to her former career life as a teacher, Rachel shared, “Being a former teacher is to recognize that we always need to be learning, growing and capable of changing; particularly in real estate especially as the market changes.”

With annual sales of \$20 million, and leading a firm that will sell roughly \$250 million in 2022, Rachel not only talks the talk, she walks the walk.

Rachel credits her success to following her passion for teaching and inspiring her colleagues and clients through an unparalleled work ethic. Rachel noted, “I love teaching fellow agents the art of the client experience and how to provide the highest quality of service to all buyers and sellers. To me, it’s about providing peace of mind, and increasing the value of buying and selling real estate. My mindset is to always be anticipating, never assisting, so that we can navigate any rough waters for our clients.”

Born in North Yorkshire in the United Kingdom, Rachel had the world as her living room and was able to experience moving throughout her youth as her father was in the military. Relocating often gave her the fundamental appreciation for making a new home a pleasant and fun experience. Especially familiar with being “the new kid,” Rachel has an innate knack of making others feel comfortable in their surrounding by offering practical, useful information to make their move a smooth transition.



...

Rachel aims to support and encourage her colleagues to be incredible REALTORS® that are Top Producers and well-respected in their field. At David Hoffman, Rachel utilizes the following advice for up-and-coming, as well as established colleagues.

- Treat real estate like the true profession that it is. Know that it takes hard work and dedication, and a commitment to being the best in the business. You have to show up, and continue to show up.

- Be the expert, learn your craft. Be fully prepared for each and every meeting that you may walk into. Know your market, be ahead of trends and changes, and be able to educate and communicate.

- Be the friend, lead with honesty and kindness. Treat your clients and others in the industry as you would want to be treated.



I LOVE TEACHING FELLOW AGENTS the art of the client experience and how to provide the highest quality of service to all buyers and sellers.

- Be present, focus on the moment, be intentional with your time, and let people know that they are a priority.

As well as leading through teaching, philanthropy is near and dear to Rachel's heart. She is currently a member of the leadership board of Mitchell's Fund, which recently opened Mitchell's house. They are a Charlotte-based nonprofit that supports children and families diagnosed with a terminal or life-altering diagnosis. They provide therapy and other resources to help ease the load. This organization has supported some of the most incredible families in our very own community, including friends who are close to Rachel's heart.

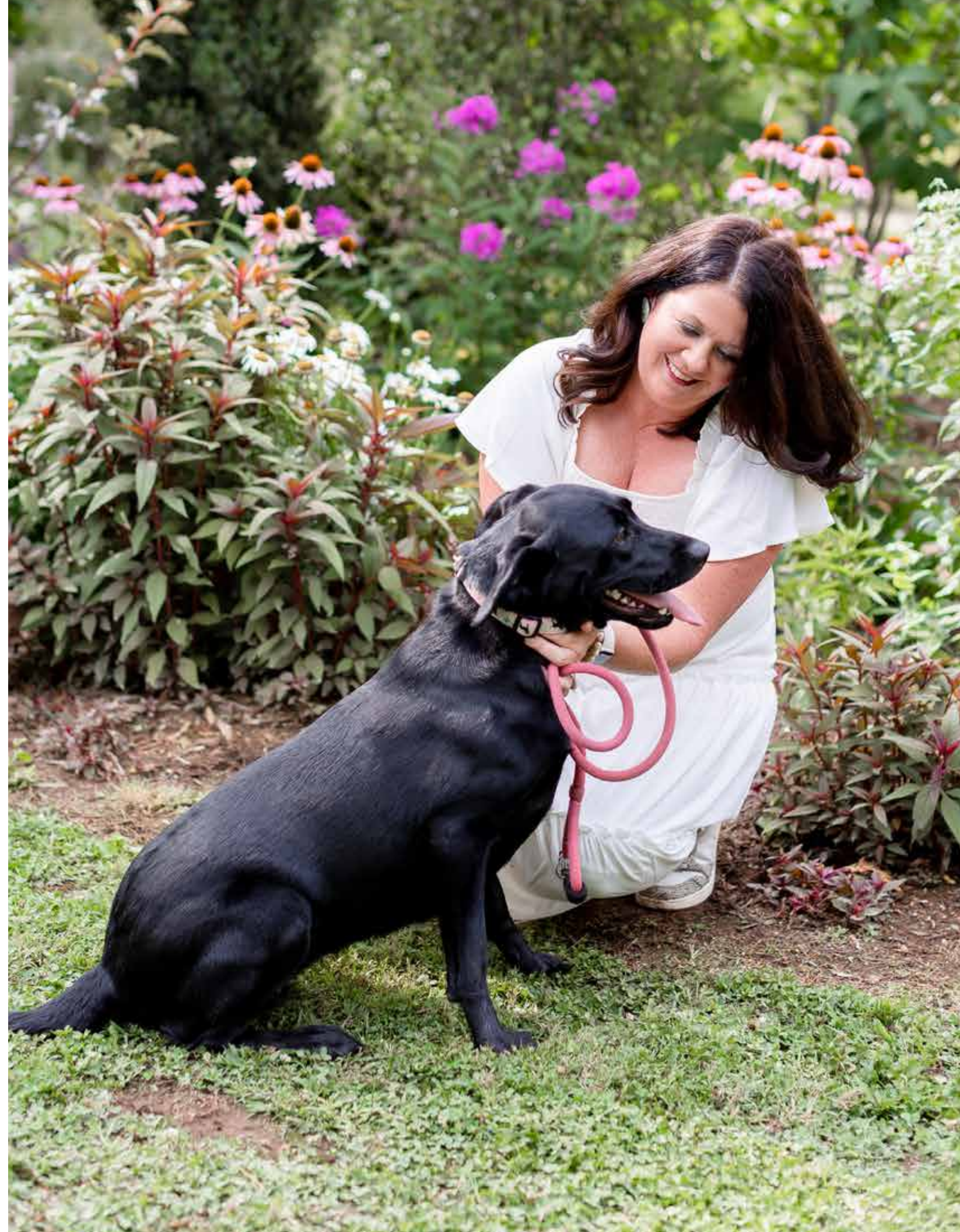
Rachel's family is a top priority and she loves sharing her career adventures with them. She especially loves talking shop with her hubby, Alexander Cost, who owns his own insurance company, Goosehead Insurance. With Alexander focused on insurance, the two can provide a balanced full circle wealth of great customer service, client experience, and knowledge to their customers. The couple has three children, Noah (7), Olivia (6), and Pippa (6 months). They also have an awesome dog, Izzie.

Izzie, a lovable black lab, is one special pup who has won the love of the fabulous Cost family. Izzie joined the family in the summer of 2020. After much fostering during the COVID outbreak, the kids were ready for their forever pup!

Rachel shared, "Izzie is the happiest, friendliest dog, whose favorite place is close to us. She adores my kids and has truly become their best friend. Everything at the beach! She adores the ocean and everything to do with the beach."

Rachel and I did share a laugh when I asked her if Izzie ever went to work with her. Between educating colleagues and clients in the ABCs of real estate, Rachel looks forward to the downtime with family and friends, especially her fur baby, Izzie. One day, possibly, Izzie may join Rachel at work. For now, Izzie is relishing her time with the loving family and being a "stay-at-home pup."

Whether volunteering, sharing family time, or assisting colleagues and clients within the adventures of the real estate arena, Rachel is always a wealth of knowledge for all who have the opportunity to meet and work with her. Her ability to teach others throughout the process of a real estate transaction garnered her a spot as a REALTOR® for the long haul as well as a lifelong friend and leader to all of those around her.





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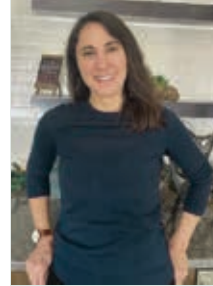
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▶▶ partner spotlight

Written by Heather Pluard.
Photos by Kelly Klemmensen Photography.

Taking the stress and hassle
out of the marketing process

ADAM
RUTKOWSKI
OF ALPHAGRAPHICS CLT



If you want to be a Top Dog in the real estate industry, it helps to work with a printing and marketing company that leads the pack. AlphaGraphics CLT franchise owner, Adam Rutkowski, is dedicated to creating quality products that help his clients grow their businesses.

"I love doing the impossible for our customers," Adam says. "We've gotten many new clients because other companies told them their project wasn't possible, but we made it happen. We are relationship-centric, meaning we enjoy getting to know our customers, listening to their needs, and really understanding their goals. We consult on everything from paper options to product choices, all while staying focused on helping them achieve their goals and deadlines.

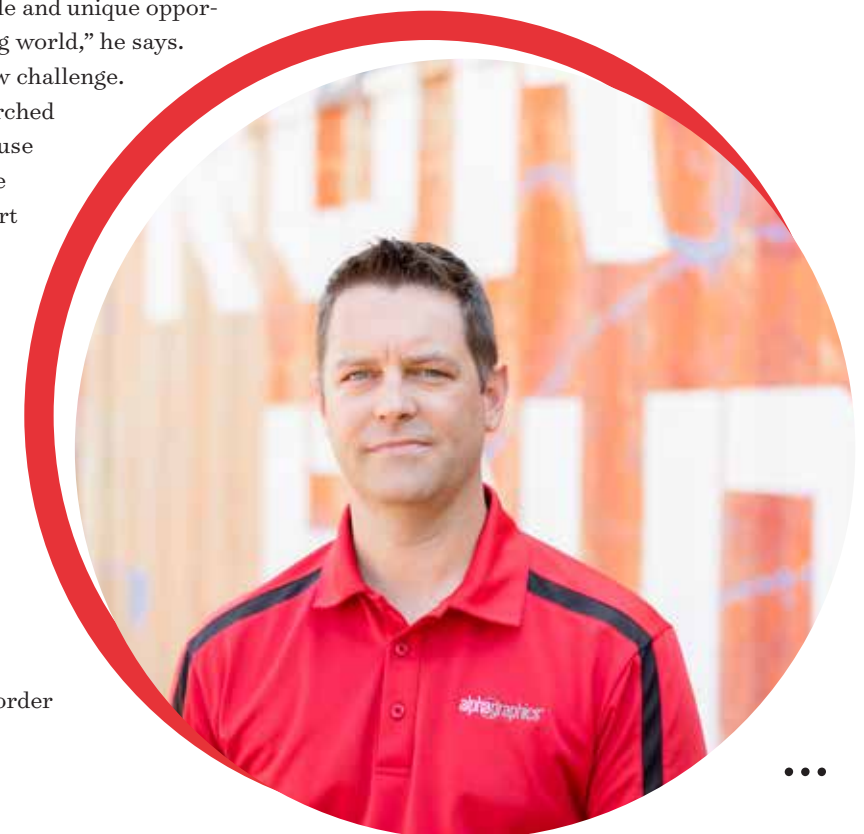
Growing up in Baltimore, Maryland, Adam saw his dad's work in the printing industry. "When I started looking at potential careers, I wanted to combine my love of art and creativity with my natural tendency to build and solve mechanical problems, so I followed in my dad's footsteps," he says. "I graduated from Rochester Institute of Technology in Rochester, New York, with a Bachelor's Degree in Printing Management & Sciences."

After college, Adam worked for a commercial printing company in the Maryland/DC area. He worked extremely hard, became a partner in the business, and earned the title of Vice President when he was 26 years old. "I was surrounded by incredible and unique opportunities to get involved in all areas of the printing world," he says. "But as I reached a plateau, I was ready for a new challenge. Could I run my own company? Although I researched many businesses, AlphaGraphics stood out because they offer great structure and support. It was the perfect balance of autonomy and network support and felt like the best of both worlds. While each location is independently owned, we can call on each other for help when needed."

AlphaGraphics is a national franchise that has been around for over 50 years and has a wide range of direct marketing solutions to meet its customers' needs. The full-service printing company specializes in marketing communications and offers creative design, printing, mailing, signage services, and promotional products. In addition, their agOnline solution lets clients design and customize many of their printing and marketing needs in one, easy-to-use location to order and set up delivery from any device.

"We take the stress and hassle out of the marketing process," Adam says. "And our staff truly cares about the quality of our products. We focus on results and maximizing our client's return on investment and marketing dollars because the success of our client's businesses is our biggest priority. People have tried to differentiate themselves in the past few years, so we enjoy pushing the boundaries with our clients to help them get noticed, and we thrive on complicated novel projects involving a high degree of attention to detail. I believe that's why we've grown so much in the four years I've owned the business."

As a small business owner, Adam doesn't have many days off, so he tries to ensure the hours away from his desk are spent with his family. He and his wife, Sara, have been married for 12 years and have two amazing boys who both play competitive soccer. "Our family loves being active," Adam smiles. "You will usually find us exploring Charlotte, attending a sporting event, or slipping on a pair of cleats to play some soccer. I feel like my car is usually heading to a field somewhere around Charlotte at all times!"



...

While AlphaGraphics CLT produces many standard products daily, such as business cards, postcards, and booklets, the list of additional printing and marketing opportunities is endless. “We are a resource for any of your branding and marketing needs,” Adam says. “Most times, when customers visit us at our business center in Pineville, they are surprised at what we can provide. Asking for an AlphaGraphics product catalog would be like asking a chef for all the dishes he knows how to make. The creative possibilities are infinite.”

To learn more, please visit agCLT.com. Or call Adam at 704.798.5974 for an appointment to discuss your project and ways to start dominating your market.

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Bob Fredrickson

of Bulldog Properties Team

Bulldogs are known for being courageous and loyal, and so is the Bulldogs Properties Team! When REALTOR® Bob Fredrickson decided to build a brand, he wanted it to reflect his deep devotion to taking care of clients. Inspiration for the perfect name struck as he was driving down the road and thinking about his rescue pup, Hattie Grace.

“I had an ‘ah-ha’ moment,” Bob smiles. “As an owner of Bulldogs, I know the breed is fiercely loyal. And, since they were initially bred to fight bulls, they’re also fearless. Agents should be the same way. Bulldogs Properties Team gives reliable advice to clients so they can make good decisions. And we’re not afraid to have tough but respectful conversations where we tell people what they need to hear to avoid making a buying mistake. Ultimately, that is what clients are paying us for, and we want to have life-long relationships with them.”

An English and American Bulldog mix, 3-year-old Hattie was found wandering the woods and brought into a Humane Society, where Bob met her for the first time. His heart melted immediately. “I knew we would take her home before I even had a chance to pet her,” he smiles. “Names are a big deal to me, so I took my time coming up with one and decided on Hattie because it means ‘home or estate ruler.’ It’s the perfect fit because Hattie Grace is now the face of my real estate company!”

Before launching his team in 2020, Bob was a successful single agent with Keller Williams and had years of management and leadership experience in the mortgage industry. “I was trucking along selling houses but wanted to create something bigger,” he says. “When JPar recruited me, the company was just getting started and offered me an ownership opportunity. I love leveraging my experiences to help grow the company. In addition, it’s a flat-fee brokerage, meaning agents



have access to all the support, training, and technology they need without having to give away 30% of their commission. Clients hire you because of who you are, not your firm."

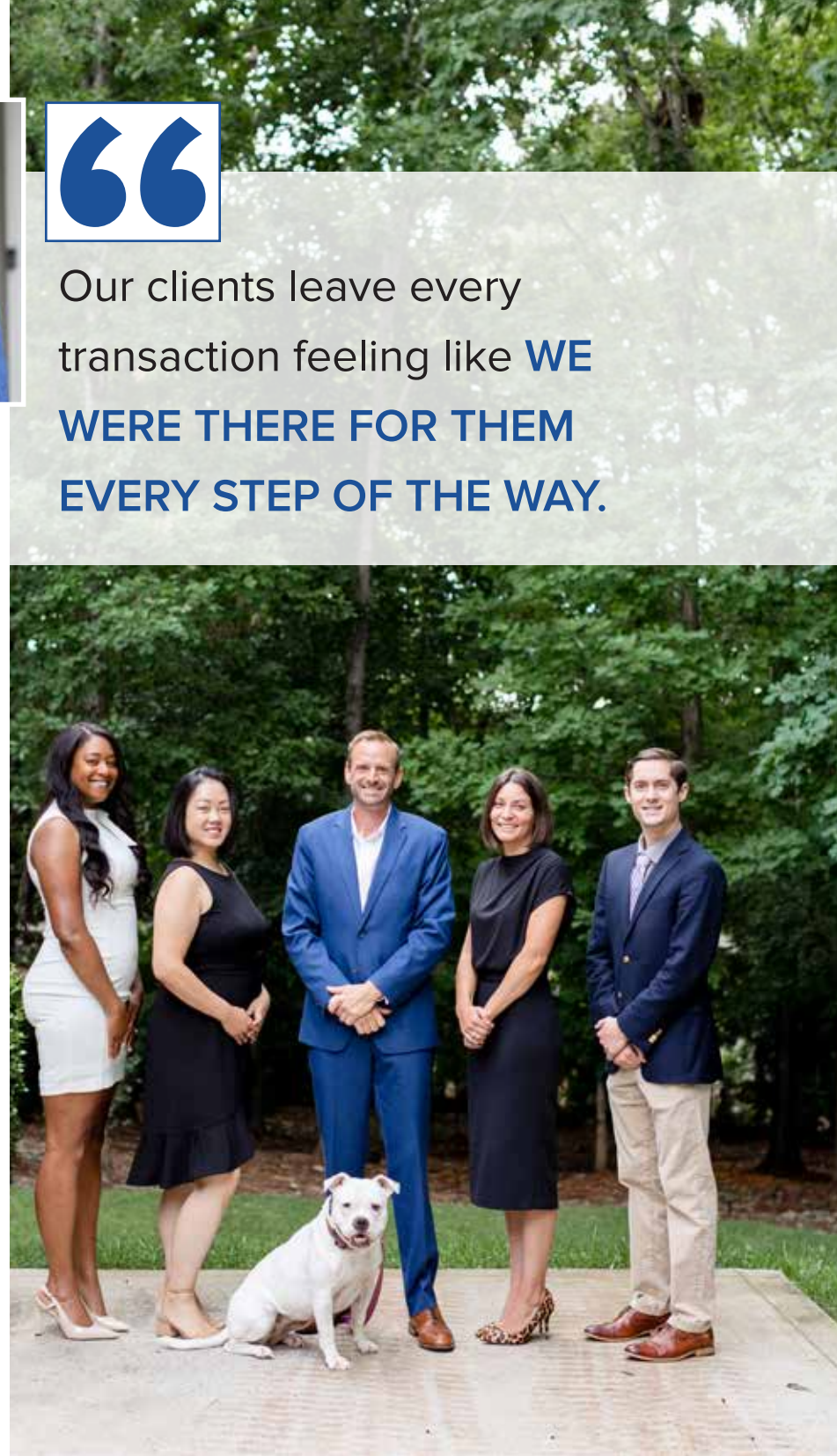


A national brand, JPar Carolina Living has two physical offices in Charlotte and is expanding across the state. "We're about smart business and good people!" says Sarah Zdeb, CEO JPar Carolina Living. "We strive to build an environment agents love, on a low fee model they don't want to leave."

Bulldogs Properties Team has five agents, four of whom joined this year, and a career sales volume of over \$27 million since 2020. "I wanted to build something special with agents focused on doing real estate the right way and putting the client experience first," Bob says. "Our clients leave every transaction feeling like we were there for them every step of the way. Of course, we couldn't do all of this without our Transaction Coordinator, Angela Smidi. She's a rock star! And my go-to lending partner is Kara Whitman with Wyndham Capital Mortgage. In five years of partnership, we've never had a transaction be delayed by even one day."

When Bob isn't working with clients or helping his team succeed, he can often be found putting out fires — literally. "I've been a volunteer firefighter with the Steele Creek Fire Department for over 10 years," he says. "I also serve on their board of directors and function as the treasurer. I grew up in a small town in Pennsylvania, and I believe in supporting the community however possible. My wife, Lauren, and I support, serve, and volunteer at the Children's Home Society of North Carolina and support them financially. They do fantastic work throughout the state, and we partnered with the agency to adopt our children, Isaiah (14) and Ciera (13). We are super blessed with great kids!"

Moving forward, Bob plans to grow his team with the right people while primarily focusing on making each of his agents a tremendous success. "I'm here to show them the way," he says. "We meet weekly, discuss wins and losses, and learn from each other. It's a very collaborative environment. My best



advice to agents is to find a team with the same values as you and don't just be a door-opener. Always do the right thing, give sound advice, tell the truth, and show up on time. That's the foundation of an excellent client

experience. And every client is a gateway to ten more if you take care of them on the front end. Finally, don't believe all the negativity you hear about the market. This business is amazing and always will be."

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CANDACE L. THOMPSON

of Keller Williams Connected

Written by **Heather Pluard**

She used to be afraid of dogs, but that was before meeting Captain. Now “the cutest dog in America” is helping REALTOR® Candace Thompson sell \$9 million a year in real estate and, more importantly, become an even better human being.

“Captain is a 5-pound Pomapoo I found on Craigslist when he was 3 months old and needed a new home,” Candace says. “Being his mom taught me to overcome my fear of dogs and has made me a better person and a better REALTOR®. I’m even nicer to spiders now! Captain and I both like meeting new people and being social, so I bring him to work with me often and let him love on my clients and their kids. He has a bit of a Napoleon Complex with other dogs, but he loves making friends with my clients, and if my clients have a pet, giving them

a gift at closing — like a bag of treats. He also helps with marketing. For example, he was the poster child for our Fourth of July Pet Safety flyer.”

Born in Rock Hill, SC, Candace has always considered Charlotte her playground. She attended the University of South Carolina for her undergraduate degree and has an MBA from Bellevue University. Candace started in the real estate industry right out of college and started her sales career at Coldwell Banker Ballantyne as a part-time and was Rookie of the Year for her office in 2008. Then, after 14 years of working with a great group of people she still considers family, Candace decided to change firms last January.

“I love education and started attending Keller Williams training in 2015 and implementing small things I learned from them into my business,” Candace explains. “I love their mantra of having a life worth living and a business worth owning, and I wanted to immerse myself in that culture as I scaled and grew because your environment makes a difference. Besides, it doesn’t matter where you go to advance your business. Your relationships will always be in your corner, and God always works it out the way it needs to be.”



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Photo by Brian Sims of
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“

I love their mantra of having a life worth living and a business worth owning, and I wanted to immerse myself in that culture as I scaled and grew because your environment makes a difference.

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Photo by Brian Sims of Shots By Brian LLC

Before deciding to switch firms, Candace bounced the idea off of her mentor, Colleen Coesens. “She’s been my sounding board for years,” Candace says. “I’m grateful Colleen saw my star even when I didn’t and always encouraged me to aim higher. She’s always been there to help me navigate problems and think through important decisions.”

Having just gone through it, Candace has excellent advice for agents who are thinking about making a move. “Put yourself first,” she says. “Don’t think about what others say or how they will feel if you leave. My biggest concern was how my BIC and Coldwell Banker tribe would take the news until I realized these people care about me. It doesn’t matter if I’m in red or blue. They want to see me succeed. Next, thoroughly research

where you are going and how that will benefit you with the goals you have in mind. Just because you change logos doesn’t mean you change as an agent. What will you do differently at a new firm? Weigh the pros and cons, and pick a positive, encouraging place where you will thrive. And finally, don’t leave on a bad note. You never know who you will need in this industry. Be professional, and show everyone the kindness and respect we deserve as peers in the industry.”

When Candace and Captain aren’t helping clients, they love to take dog-friendly trips and go antique shopping. “We hunt for vintage finds together,” Candace smiles. “I have an old soul and enjoy restoring or repurposing old things. Captain also loves to come to Lowe’s with me. He’s always inside my purse for safety, but



he still gets to meet new people and brings pure joy to others who are shopping. There are a few Lowe’s associates who know his name but not mine. They just call me Captain’s Mom!”

For fun, Candace loves spending time with her boyfriend Michael, singing karaoke, and her go-to song is Michael Jackson’s “Beat It.” She also enjoys volunteering with her sorority, Alpha Kappa Alpha Sorority Inc. “Our mission is to make this world a better place by serving all mankind, and it brings me a lot of happiness to do so,” Candace says. “Everyone measures success differently, but I think it’s doing the right thing at all times and consistently making strides toward my goals. I’m thankful I found Captain to help. He has truly made me a better human.”

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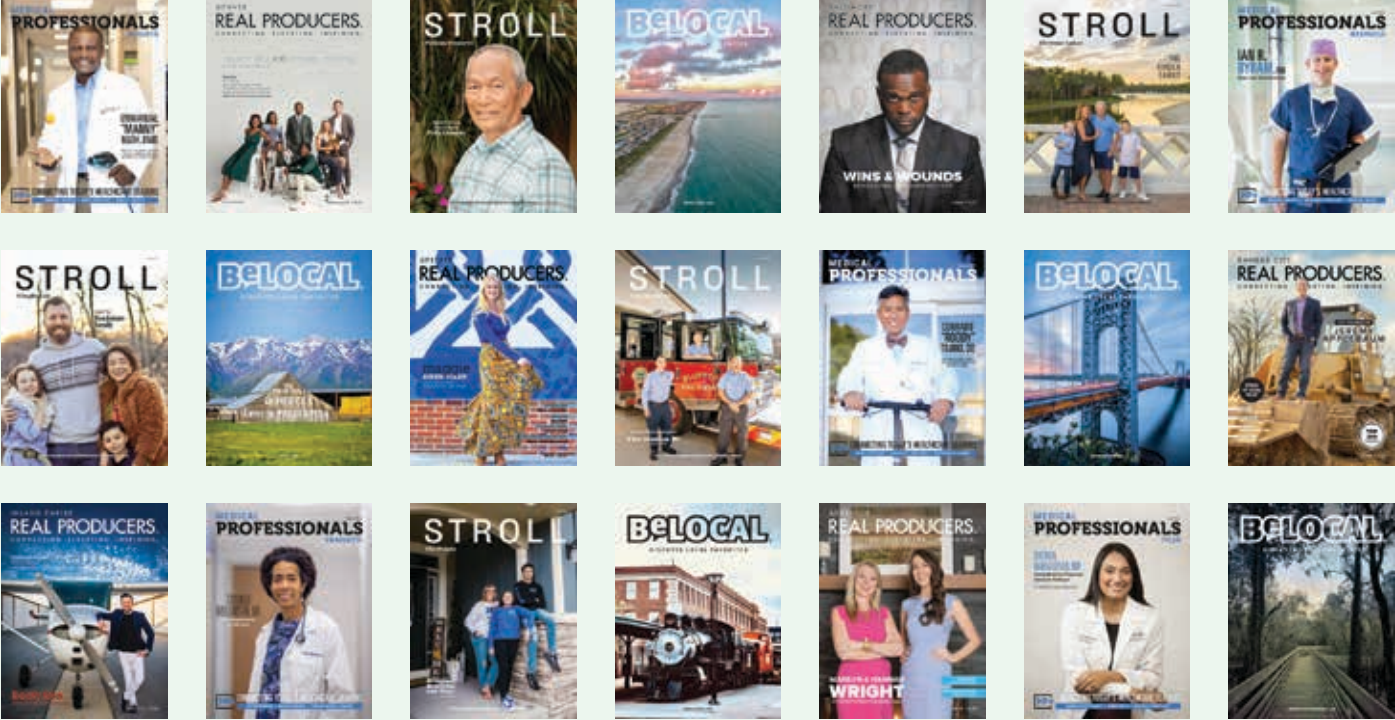




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TOP 200 STANDINGS

Information Pulled From MLS Listings From July 12, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
1	Jerry Smith	NVR Homes, Inc./Ryan Homes	515	202,200,821	392,623	1
2	Jimmy McClurg	Meritage Homes of the Carolina	370	153,207,445	414,074	0.76
3	Bradley Flowers	Opendoor Brokerage LLC	311.5	123,538,891	396,594	0.61
4	Joy Thomas	Enjoy Charlotte Living LLC	222	83,343,039	375,419	0.41
5	Steve Casselman	Austin Banks Real Estate	234.5	81,409,983	347,164	0.4
6	Michael Conley	Eastwood Homes	158	70,543,193	446,476	0.35
7	Margaret Craker	Mark Spain Real Estate	159	58,083,723	365,306	0.29
8	Matt Stone	The Matt Stone Team	123	55,956,970	454,935	0.28
9	Barbara Harris	Mark Spain Real Estate	138	47,540,675	344,498	0.23
10	Thomas Shoupe	Opendoor Brokerage LLC	139	47,412,600	341,098	0.23
11	Phil Puma	Puma & Associates Realty, Inc.	101.5	46,805,883	461,142	0.23
12	Kris Boschele	Ideal Realty Inc	107	44,504,941	415,934	0.22
13	Bill Esterline	BEI Realty Group LLC	122	42,984,700	352,334	0.21
14	Stacey Sauls	Keller Williams Connected	67	42,910,441	640,454	0.21
15	Adam Martin	TLS Realty LLC	103	40,332,266	391,575	0.2
16	Alison Alston	EXP Realty LLC Ballantyne	110.5	38,328,630	346,865	0.19
17	Cherie Burris	RE/MAX Executive	145	37,917,705	261,501	0.19
18	Jenny Miller	David Weekley Homes	74.5	37,588,820	504,548	0.19
19	Heather Gibbs	Corcoran HM Properties	30	37,177,085	1,239,236	0.18
20	Ned Williams	Mark Spain Real Estate	91	35,607,550	391,292	0.18
21	Kranthi Aella	Red Bricks Realty LLC	68.5	34,099,900	497,809	0.17
22	Gina Lorenzo	COMPASS Ballantyne	35.5	33,836,347	953,137	0.17
23	Trent Corbin	Keller Williams South Park	81.5	33,070,865	405,777	0.16
24	Susan Ayers	Clickit Realty	68	31,600,850	464,718	0.16
25	Paul Sagadin	Charlotte Living Realty	30	31,591,400	1,053,047	0.16
26	Cathy Wiesneth	Toll Brothers Real Estate Inc	51	30,491,378	597,870	0.15
27	Drew Choate	Keller Williams Connected	42.5	30,361,189	714,381	0.15
28	Callie Kelly	Cottingham Chalk	13.5	29,955,000	2,218,889	0.15
29	Michele Scott	EHC Brokerage LP	45	29,003,777	644,528	0.14
30	Roger V. Berrey	RE/MAX Executive	23	28,061,789	1,220,078	0.14
31	Balaji Tatineni	JVC Realty, LLC	55	27,307,884	496,507	0.13
32	Heather Mackey	Mackey Realty LLC	19	27,138,326	1,428,333	0.13
33	Greg Martin	MartinGroup Properties Inc	55	27,078,782	492,341	0.13

Rank	Agent Name	Office	Count	Volume	Average	Market Share
34	Lori Jackson	Ivester Jackson Properties	12	25,930,250	2,160,854	0.13
35	Gopal Kasarla	Prime Real Estate Advisors LLC	55	25,325,298	460,460	0.13
36	Don Gomez	C-A-RE Realty	63	25,314,454	401,817	0.12
37	Laurens Adams Threlkeld	Helen Adams Realty	21	25,102,325	1,195,349	0.12
38	Debbie Micale	Hopper Communities INC	48	25,090,933	522,728	0.12
39	Matt Sarver	Keller Williams Lake Norman	39.5	24,855,850	629,262	0.12
40	Nicole George	Keller Williams Ballantyne Area	50	24,014,563	480,291	0.12
41	Koji Krzywosz	Mark Spain Real Estate	67	23,950,934	357,477	0.12
42	Ron Breese	RE/MAX Executive	49.5	23,903,175	482,892	0.12
43	Bobby Sisk	Nestlewood Realty, LLC	47	23,891,509	508,330	0.12
44	Min Li	ProStead Realty	43.5	23,069,063	530,323	0.11
45	Nancy Braun	Showcase Realty LLC	82	22,959,533	279,994	0.11
46	Brent "Andy" Bovender	COMPASS Southpark	35	22,958,790	655,965	0.11
47	David Hoffman	David Hoffman Realty	20	22,923,714	1,146,186	0.11
48	Chelsea Pegram	Southern Charm Realty &	20	22,802,500	1,140,125	0.11
49	Jack Marinelli	Helen Adams Realty	37.5	22,764,990	607,066	0.11
50	Tony Karak	Better Homes and Gardens Real	37	22,351,434	604,093	0.11

Disclaimer: The information within this report is compiled by data from Carolina MLS. Information herein deemed reliable but not guaranteed. Data was obtained from Carolina MLS using the following criteria: Date Range: January 1, 2022, to June 30, 2022; Property Type: Single Family, Condo/Townhouse, Lots/Acres/Farms; Multi-Family. Listing MLS: Carolina MLS Association; Charlotte Regional REALTORS® Association

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TOP 200 STANDINGS

Information Pulled From MLS Listings From July 12, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
51	Bala Sure	RE/MAX Executive	44	22,014,932	500,339	0.11
52	Christy Bradshaw	Call It Closed International I	47.5	21,366,906	449,830	0.11
53	Ann-Dorthe Havmoeller	Allen Tate Steele Creek	26.5	21,256,075	802,116	0.1
54	Victoria Mitchener	Dickens Mitchener & Associates	9.5	21,194,375	2,230,987	0.1
55	Aubrey Grier	Dickens Mitchener & Associates	9.5	20,987,500	2,209,211	0.1
56	Dorothy Stark	Dickens Mitchener & Associates	12.5	20,200,095	1,616,008	0.1
57	Valerie Mitchener	Corcoran HM Properties	9.5	19,919,500	2,096,789	0.1
58	Kyle Bender	EXP Realty LLC Ballantyne	38	19,806,215	521,216	0.1
59	Brandon Lawn	Brandon Lawn Real Estate LLC	13	19,766,500	1,520,500	0.1
60	Andy Griesinger	EXP Realty LLC Ballantyne	42.5	19,186,745	451,453	0.09
61	Heather Cook	Real Broker LLC	36	18,968,873	526,913	0.09
62	Mike McLendon	McLendon Real Estate Partners,	32	18,752,385	586,012	0.09
63	Carrie Henderson	CCNC Realty Group LLC	50.5	18,708,718	370,470	0.09
64	Michael Morgan	RE/MAX Executive	20	18,670,750	933,538	0.09
65	Ryan Palmer	Realty One Group Revolution	38.5	18,495,001	480,390	0.09
66	Brooke Arey	Pulte Home Corporation	34.5	18,451,778	534,834	0.09
67	Liza Caminiti	Ivester Jackson Distinctive	15.5	18,442,750	1,189,855	0.09
68	Lisa Varon-Soto	Keller Williams Connected	17.5	18,365,734	1,049,471	0.09
69	Chuck Calvello	Stephen Cooley Real Estate	27	18,213,250	674,565	0.09
70	Brett Carraway	Northstar Real Estate, LLC	24	18,137,059	755,711	0.09
71	Peggy Peterson	Corcoran HM Properties	20.5	18,010,650	878,568	0.09
72	Brian Belcher	RE/MAX Executive	37	17,938,883	484,835	0.09
73	Stephen Scott	Realty Dynamics Inc.	44	17,828,729	405,198	0.09
74	Amy Baker	Allen Tate University	37	17,818,291	481,575	0.09
75	Susan May	Corcoran HM Properties	14	17,717,000	1,265,500	0.09
76	Mary Helen Tomlinson Davis	Helen Adams Realty	23	17,629,900	766,517	0.09
77	Jessica Smith	Keller Williams South Park	42	17,619,761	419,518	0.09
78	Manjesh Gorajala	NorthGroup Real Estate, Inc.	31	17,057,734	550,249	0.08
79	Lori Scherrman	First Priority Realty Inc.	20	16,963,450	848,173	0.08
80	Stan Perry	Helen Adams Realty	13	16,943,601	1,303,354	0.08
81	Jay White	Keller Williams Ballantyne Area	34	16,783,292	493,626	0.08
82	Maren Brisson	Corcoran HM Properties	18	16,778,371	932,132	0.08
83	Monte Grandon	Wilkinson ERA Real Estate	22	16,747,603	761,255	0.08

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Charlotte Real Producers • 39

TOP 200 STANDINGS

Information Pulled From MLS Listings From July 12, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
84	Scott Pridemore	COMPASS Southpark	14.5	16,532,215	1,140,153	0.08
85	Cam Barnett	Pulte Home Corporation	23	16,423,951	714,085	0.08
86	Ashley McMillan	Dickens Mitchener & Associates	17	16,088,500	946,382	0.08
87	Chris Rogalski	Ideal Realty Inc	35	15,957,200	455,920	0.08
88	Anne Bell	Cottingham Chalk	11.5	15,868,778	1,379,894	0.08
89	Lisa McCrossan	Ivester Jackson Distinctive	7	15,759,000	2,251,286	0.08
90	Mark Linch	Longvale Investments INC	64.5	15,693,850	243,316	0.08
91	Andrew Sharpe	SE Premier Properties LLC	23.5	15,664,000	666,553	0.08
92	Lilliah Moseley	Redfin Corporation	29.5	15,631,500	529,881	0.08
93	Sharon Rountree	Dickens Mitchener & Associates	9.5	15,618,891	1,644,094	0.08
94	Michael Sceau	LGI Homes NC LLC	47	15,618,300	332,304	0.08
95	Ken Riel	COMPASS Southpark	17	15,556,499	915,088	0.08
96	Wendy Dickinson	Coldwell Banker Realty	28.5	15,448,016	542,036	0.08
97	Jeremy Ordan	Allen Tate Providence @485	29	15,436,734	532,301	0.08
98	Patty Hendrix	Corcoran HM Properties	10	15,430,324	1,543,032	0.08
99	Lind Goodman	BSI Builder Services	28	15,312,634	546,880	0.08
100	Steven Morgan	Better Homes and Gardens Real	64	15,311,031	239,235	0.08

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
101	Heather Montgomery	Cottingham Chalk	19	15,150,000	797,368	0.07
102	Brannon Whitesell	Zillow Homes Inc	36	15,138,100	420,503	0.07
103	Kenneth Panora	Zillow Homes Inc	37	15,125,500	408,797	0.07
104	Amy Gamble	Helen Adams Realty	26	15,106,428	581,016	0.07
105	Mike Hege	COMPASS Southpark	25	15,013,240	600,530	0.07
106	Lucy Butler	Cottingham Chalk	9	14,982,500	1,664,722	0.07
107	Jill Moyer	Redfin Corporation	29	14,980,119	516,556	0.07
108	Tracy Olson	CCNC Realty Group LLC	36.5	14,979,870	410,407	0.07
109	Lauren Dayton	Helen Adams Realty	20.5	14,979,600	730,712	0.07
110	Tracey Cook	COMPASS Southpark	16	14,811,096	925,693	0.07
111	Christine Hotham	Helen Adams Realty	12	14,810,500	1,234,208	0.07
112	Samuel Nueman	Nueman Real Estate Inc	54	14,784,100	273,780	0.07
113	Ben Bowen	Premier Sotheby's International	13	14,727,574	1,132,890	0.07
114	Meghan Reynolds	COMPASS Southpark	19	14,648,021	770,948	0.07
115	Becca Waybright	Simonini Realty Inc	10	14,568,142	1,456,814	0.07
116	Tracy Wanner	Yancey Realty LLC	38.5	14,499,357	376,607	0.07
117	Meghan Lluberas	Dickens Mitchener & Associates	15	14,436,156	962,410	0.07
118	Matt Claxton	My Townhome LLC	25	14,382,873	575,315	0.07
119	David Upchurch	David Upchurch Real Estate	26	14,361,950	552,383	0.07
120	Meg Kerlin	Zillow Homes Inc	34.5	14,335,830	415,531	0.07
121	Chelsea Weisensel	Keller Williams Ballantyne Area	24	14,232,096	593,004	0.07
122	Bill Wagenseller	EXP REALTY LLC	9	14,181,772	1,575,752	0.07
123	Caroline Grossman	Allen Tate Matthews/Mint Hill	27	14,164,159	524,598	0.07
124	Pamela Williams	Beverly-Hanks - Waynesville	41.5	14,158,500	341,169	0.07
125	Libby Gonyea	Helen Adams Realty	18	14,150,500	786,139	0.07
126	Jon DiCiasare	CCNC Realty Group LLC	34.5	14,109,240	408,963	0.07
127	Joan Goode	Dickens Mitchener & Associates	16	14,095,980	880,999	0.07
128	Kate Terrigno	Corcoran HM Properties	22	14,072,700	639,668	0.07
129	Elizabeth Davis	Keller Williams Unified	20	14,003,550	700,178	0.07
130	Eric Layne	COMPASS Southpark	19.5	13,979,637	716,904	0.07
131	Danielle Self	Pulte Home Corporation	31	13,844,132	446,585	0.07
132	Perry Butler	Better Homes and Gardens Real	43	13,841,950	321,906	0.07
133	Bala Mekala	Eesha Realty LLC	28	13,786,931	492,390	0.07

TOP 200 STANDINGS

Information Pulled From MLS Listings From July 12, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
134	Catherine Weide	Zillow Homes Inc	34	13,739,733	404,110	0.07
135	Mary Keller	Zillow Homes Inc	31	13,726,500	442,790	0.07
136	Amy Peterson	Allen Tate SouthPark	15.5	13,682,450	882,739	0.07
137	Sally Awad	Weichert Realtors Sally Awad	18	13,642,600	757,922	0.07
138	Jon Bartholomew	Redfin Corporation	30	13,575,564	452,519	0.07
139	Debbie Monroe	Lake Norman Realty Inc	16.5	13,518,360	819,295	0.07
140	Sudhakar Meenige	Sudhakar Homes	28	13,461,707	480,775	0.07
141	Kelly Smith	Keller Williams Unified	9.5	13,343,226	1,404,550	0.07
142	Denis Arnautovic	Coldwell Banker Realty	24	13,284,544	553,523	0.07
143	Suzanne Roth	Fielding Homes LLC	26	13,164,980	506,345	0.06
144	Chandra Mavuluri	Tech Realty LLC	31	13,160,246	424,524	0.06
145	Kevin Walsh	NVR Homes, Inc./Ryan Homes	25	13,158,948	526,358	0.06
146	Meghan Wilkinson	Corcoran HM Properties	10	13,115,225	1,311,523	0.06
147	Mike Morrell	Keller Williams Connected	26.5	13,089,621	493,948	0.06
148	Jocelyn Rose	Corcoran HM Properties	5	13,078,256	2,615,651	0.06
149	Enrique Alzate	NorthGroup Real Estate, Inc.	39	13,036,043	334,258	0.06
150	Mary Lib Richards	Keller Williams Lake Norman	18.5	12,946,756	699,825	0.06

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
151	Azeem Hassan	Mark Spain Real Estate	32	12,836,000	401,125	0.06
152	Melanie Wilson	Keller Williams Connected	25.5	12,821,038	502,786	0.06
153	Justin Sciranko	Keller Williams Lake Norman	24	12,812,901	533,871	0.06
154	Tiffany White	Corcoran HM Properties	21.5	12,689,311	590,201	0.06
155	Chris Klebba	RE/MAX Executive	25	12,687,901	507,516	0.06
156	David Wood	Pilot Realty & Development	49	12,675,198	258,678	0.06
157	Suzette Gray	Coldwell Banker Realty	22	12,611,470	573,249	0.06
158	Liz Young	RE/MAX Executive	18	12,608,355	700,464	0.06
159	Scott Wurtzbacher	The W Realty Group Inc.	17	12,568,315	739,313	0.06
160	Dawn Wood	CCNC Realty Group LLC	30	12,473,950	415,798	0.06
161	Magda Esola	Fielding Homes LLC	26.5	12,462,550	470,285	0.06
162	Shelly Rydell	Dickens Mitchener & Associates	11	12,428,000	1,129,818	0.06
163	Mary McCloskey	Allen Tate Ballantyne	22	12,397,374	563,517	0.06
164	Chris Burlos	RE/MAX Executive	5	12,395,000	2,479,000	0.06
165	Elena Donaldson	Keller Williams Ballantyne Area	20	12,302,400	615,120	0.06
166	Greg Stallard	SM North Carolina Brokerage LLC	27	12,293,250	455,306	0.06
167	Ginny Barker	Keller Williams Unified	26	12,291,590	472,753	0.06
168	Jessica Martin	TSG Residential	15	12,255,106	817,007	0.06
169	Paul Sum	Coldwell Banker Realty	35	12,223,975	349,256	0.06
170	Jeff Arzonico	EXP Realty LLC Mooresville	23	12,166,919	528,996	0.06
171	Angela Purvis	RE/MAX Executive	38.5	12,148,750	315,552	0.06
172	Anne Brade	RE/MAX Executive	22	12,116,600	550,755	0.06
173	Lisa Belk	Mark Spain Real Estate	34	12,040,000	354,118	0.06
174	Matthew Means	COMPASS Southpark	18	11,963,304	664,628	0.06
175	Corina Elliott	DR Horton Inc	22.5	11,805,414	524,685	0.06
176	Ghada Aljakhbeer	DR Horton Inc	22.5	11,805,414	524,685	0.06
177	Kim Trouten	Allen Tate SouthPark	11.5	11,800,250	1,026,109	0.06
178	Wes Collins	COMPASS Southpark	26	11,799,660	453,833	0.06
179	Mary Palmes	Allen Tate Statesville	33	11,795,720	357,446	0.06
180	Douglas Christen	Nestlewood Realty, LLC	28.5	11,766,734	412,868	0.06
181	Jocephus Huneycutt	Cottingham Chalk	12.5	11,715,150	937,212	0.06
182	Brandon Ruby	Helen Adams Realty	17	11,616,000	683,294	0.06
183	Katie Harrison	Nestlewood Realty, LLC	14.5	11,554,500	796,862	0.06

TOP 200 STANDINGS

Information Pulled From MLS Listings From July 12, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
184	Ashley Lapointe	RE/MAX Executive	17.5	11,536,341	659,219	0.06
185	Rebecca McGrath	Cottingham Chalk	16.5	11,502,400	697,115	0.06
186	Lyn Palmer	Terra Vista Realty	18	11,437,096	635,394	0.06
187	Mercedes Dockery	EXP Realty LLC Mooresville	34	11,366,883	334,320	0.06
188	Aly Carlson	Keller Williams Ballantyne Area	19	11,277,859	593,572	0.06
189	Michael Wright	James Custom Homes Inc	12	11,227,580	935,632	0.06
190	Venkat Suryadevara	Sona Realty LLC	25	11,182,465	447,299	0.06
191	Ann Wood Holladay	Wood-Williams Realty LLC	6.5	11,165,000	1,717,692	0.06
192	Lisa Warren	Cottingham Chalk	17	11,158,500	656,382	0.06
193	Mark McClaskey	Wilkinson ERA Real Estate	19.5	11,149,437	571,766	0.06
194	Angela Cerbelli	Assist2sell Buyers & Sellers 1st	17	11,128,300	654,606	0.05
195	James Webb	Allen Tate SouthPark	18	11,097,054	616,503	0.05
196	Jackie Smith	RE/MAX Executive	15	11,062,405	737,494	0.05
197	Philip Ostwalt	Ronald Scott Properties Inc	34	11,023,150	324,210	0.05
198	Tom Palmer	Terra Vista Realty	14	10,955,212	782,515	0.05
199	Michelle Hovey	The Alexander Realty Group	15	10,952,100	730,140	0.05
200	Michelle Weeks	Helen Adams Realty	8	10,949,767	1,368,721	0.05

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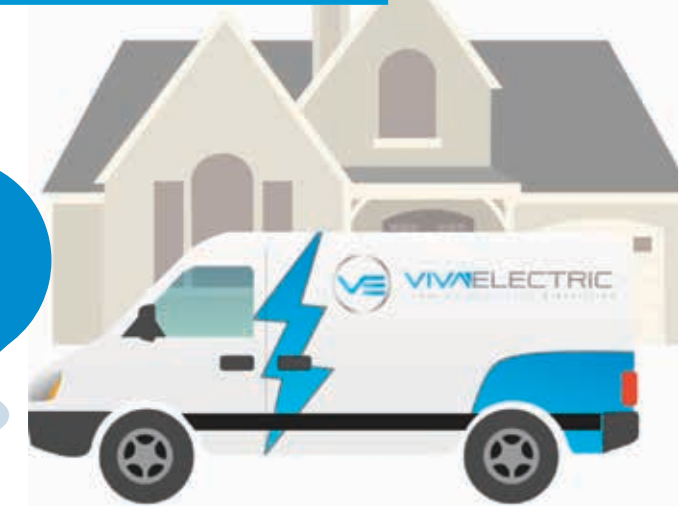
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