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TABLE OF CONTENTS



10

Top Producers:
Paige & George Boykin



16

Rising Stars:
Heather and Ryan Bigger



22

Event Recap: CRP Winter Wonderland



28

Partner Spotlight:
Shepard Law



32

Agency Profile:
Alex and Andrea Salazar



36

Standout Agents:
Stephen and Ashlyn Gift

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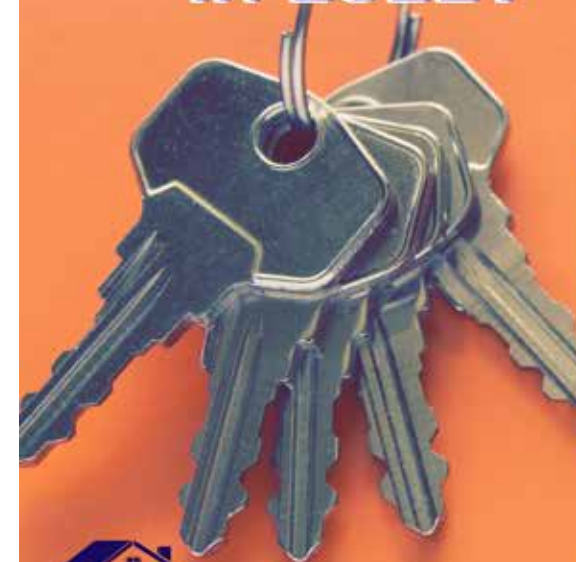
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Paige & George

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You never know what you might find at a Piggly Wiggly. For Paige and George Boykin, it was true love! Back when they were teenagers growing up in Lexington, South Carolina, these two top-producing REALTORS® worked at the same grocery store. She was a cashier. He was a bag boy. After about 23 years of marriage and a few career changes along the way, they're working together again. Only this time, the couple is running their own business, supporting their community, and selling millions in real estate.

"We have always volunteered together and supported each other through our endeavors, but I honestly never thought we would work together again," Paige says. "It's such a gift for us to own a full-service concierge real estate team, Boykin Property Group at eXp Realty. We enjoy working towards a common goal, giving back, and pouring into others. And we are so thankful that God has provided us with the opportunity to serve our community together."

"Paige is my best friend," smiles George. "We've loved one another since Piggly Wiggly. We went to prom together and dated all through college. After graduating, I proposed on the steps of The Customs House in Charleston while a band was playing Eric Clapton's "You Look Wonderful Tonight" in the background. Then, on April 23, 1994, we had a huge wedding. We were the first in our friend group to get married,

and over 500 people attended. It was the most amazing night. My friends put so much vaseline and birdseed on my car that we had to go through the car wash so I could see to drive!"

Early in their marriage, Paige worked part time as an accountant for a large real estate appraisal firm. As a "numbers girl" who also loves people, Paige was drawn to real estate sales but decided to put her dream on hold while becoming a stay-at-home mom to the couple's young daughters. After moving to the Fort Mill area in the summer of 2014, Paige decided it was time and got her real estate license at the end of that year. She started Boykin Property Group in 2015 and won Rookie of the Year. Since then, Paige has won The Eagle Award, George was the Cultural Ambassador for the Carolinas Region, and they have won the Culture Keeper Award – which are all character-based awards and mean so much to them. Additionally, their team has achieved Chairman's Circle, along with many other sales-based awards.

George spent his entire career in healthcare administration until 2017, when the couple had a decision to make. "Paige had substantially

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...

grown our company, and we couldn't both continue to work crazy hours going in different directions," he says. "So we decided it was best for me to retire early from the healthcare industry and join her. It was scary and exciting, but we knew it was the right thing for our family."

Service is the cornerstone of their company. All four agents, including Paige and George, are licensed in North Carolina and South Carolina and stay hyper-focused on the client experience. They also have a Director of Operations and a Director of Marketing. Since 2015, the team has had a career volume of \$196 million, \$56 million of which came from 2021.

"Our team truly is a 'family,' and we feel so blessed that each member has been with us since they joined the industry. We couldn't do what we do without them," Paige says. "They live our mission statement: Boykin Property Group combines expertise and excellence to provide a five-star experience every time. We walk alongside our clients through every step of their journey, providing constant communication, immense value, consummate care,

and proven results. We believe 'Walking You Home' is an honor and a privilege!"

When George and Paige aren't working together, they love family time with their daughters. Mary Ashley (24) is a Registered Nurse in Columbia, and Georgia (16) is a sophomore in high school. Some of their favorite activities as a family are BBQs in the backyard with their neighbors, swimming in the pool, hanging by the fire pit, and just talking about life. They also like going to the beach, traveling to the Caribbean, and cheering on the Gamecocks. The couple loves to serve and volunteer together, and they enjoy time spent at the Anne Springs Close Greenway. Their two adorable Boykin Spaniels, Brock (11) and Brantley (10), complete the family.

Paige has great advice for couples working together in the industry: "For us, God is at the center, and we know without a shadow of a doubt that we can count on each other," she says. "That's it. It's pretty simple. Also, communicate expectations with one another, many times a day if needed, and take a moment to dig deep if you're unsure. Clear communication is key and not always easy. Working in any

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business as a couple is such a gift, never having to second guess the true motives of your partner and having someone to depend on.”

George is happy to share his top tips: “Always make sure you are valuing your relationship above your business,” he says. “Leave a legacy of caring and service while adding value to those you come in contact with. And, when in doubt, she’s right.”

“That’s the sense of humor I was attracted to at Piggly Wiggly when I saw George interact with customers,” Paige smiles. “He was funny, kind, and had a great personality. I just instantly wanted to spend time with him, and I still do! Today, I can’t imagine my world without working alongside George and our amazing team. I honestly pinch myself every day that we get to do what we do and do it together.”

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Heather and Ryan

Believed God Had “Bigger”
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Life can throw many curveballs. No one knows that better than Ryan and Heather Bigger. Living well these days with a career volume of just over \$62 million and looking to close the 2021 year with a volume of approximately \$18 million, the power couple is reaping the rewards of hard work and dedication to their real estate careers. The couple has been recognized with Keller Williams Market Center awards for production and within Keller Williams twice as a top-10 team in the Carolinas region. Yet, it wasn't always such great times. Hard to believe, but a few years ago, the couple struggled to pay daily bills. But, there is a gift in God's influence in our prayers.

Ryan always had a knack for sales. Initially, he worked for a beer distributor while Heather was employed with a company doing student loan collections. A health scare with their youngest in 2012 prompted both Ryan and Heather to leave their positions of employment. Switching gears, Ryan took a job with

» rising stars

Written by **Allison Parker.**
Photos by **Kelly Klemmensen Photography.**

US Foods as a truck driver in order to keep the lights on. Family was important to the couple with a priority on raising healthy children. Three years later, when a shoulder injury put Ryan out of work, the couple had tough times.

Money was tight living on short-term disability, and savings only go so far.

Ryan recalls, “I was finally able to get back to work and was fired after being back for only a month. This was devastating for our family, and at the time, with the exception of losing a loved one, I couldn't think of anything worse that could have happened. Years later, getting fired from that job was an absolute blessing. I worked diligently to find a job back in a sales career. No one would look past my three years as a truck driver to my success as a salesman. We quickly burned through our modest retirement accounts, were receiving food stamps, and borrowing money from our parents just to keep the roof over our heads.”

God works in mysterious ways. Heather was praying to God daily asking for a sign.

She recalls, “I believe that the pivotal moment was when Ryan laid it all at His feet and asked for help. That is when God answered our prayers and led us where we needed to be.”

Placing the future in the hands of providence, Ryan recollects putting his head down on his desk and thinking, “God, what do you have in store for me?” Divine intervention made a showing. Ryan and Heather's best friends were house hunting, and Ryan and Heather helped them out by sending leads on realtor.com and the like. When Ryan and Heather's friends visited for dinner one Sunday night, their friends asked them, “Have you and Heather thought about getting into real estate? You are doing a great job of getting these listings in front of us.”

...

Ryan reflects, “This was our light-bulb moment. My parents paid for us to go to real estate school, and here we are today.”

Working together is the best thing that ever happened to Ryan and Heather.

Ryan explains, “We are best friends, and we get to hang out together all day. We always present ourselves as a couple. It is always our goal to go on our initial client appointments together, and we feed off each other very well. We love it that one or both of us get to drop off and pick up our kids from school every day. There is never an event that we miss. In five years, I can’t think of a single ‘con’ of working together as a married couple.”

The couple has a Ying and Yang effect. Heather can be like an emoji for Ryan. He is the direct one while she helps soften messages and soften up conversations. Between the two

of them, Ryan and Heather can work with pretty much any type of client dynamic. Heather handles all the transaction coordinating, business operations, and marketing. She also goes on initial listing/buyer appointments, and Ryan will go on almost all showings and handle negotiations.

Heather and Ryan believe in a “God, Family, Work” mantra of prioritizing life. They make a point to share family time with their three children, Izzy (15), Finn (11), and Evey (9). When the couple first started out, they took the kids, especially Evey, to the office and on appointments. “It is a blessing to be able to pick up the kids at school and to be able to attend all of their events,” Heather smiles. “Raising three kids is a full-time job and does absorb most of my time!”

Blessings can be bountiful when the heart and effort are present in endeavors.



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▶ event recap

CRP Winter Wonderland!

On December 9th, 2021, Charlotte Real Producers magazine had the pleasure of hosting our Winter Wonderland REALTOR® event at Napa at Kingsley from 6 pm- 9 pm. Guests had the opportunity to “cheers” to a wonderful year honoring Charlotte’s Top Producing Agents and business partners!

In honor of the last quarter of 2021, Top Producers: **Kim Trouten**, **Liza Caminiti**, and **Robin Mann** were all celebrated with our partners and guests. These Top Producing agents are admired leaders in their agencies and have shown a proven track record of success and accomplishments this past year.

Mercedes Dockery, **Krista Webster**, **Russell Vinson**, and **Josee Cherrier** were also celebrated as the Rising Stars

for the final quarter of 2021. These talented individuals have shown remarkable agility and dedication as newer agents in the industry, and we are excited to watch them continue to excel!

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CANDICE SERVES HER AGENT PARTNERS WITH PERSPECTIVE!

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

Around the same time Bon Jovi's hit single "Livin' on a Prayer" went triple platinum, lawyer Candice Shepard was in her own talks with Jesus. A former litigator turned corporate attorney, Candice was trying to figure out the best way to use her gifts and talents to serve others – so she prayed about it. And when the answer kept coming back to start her own business, she took a leap of faith and launched Shepard Law.

"I make decisions by praying a lot and then waiting," Candice smiles. "After spending years in law working for other people, some good and some not so good, I felt called to build a nurturing and service-focused firm where clients could trust us to solve problems and find solutions. In 2015, I opened my door with just one part-time paralegal and a business plan that said I'd lose money for 18-months. Instead, we turned a profit at the end of our first 30 days. Today, Shepard Law has a brilliant team of 15 top-notch professionals, and we are about to add four more this quarter to continue servicing our growing clientele exceptionally well."

Born in Illinois near the Iowa border, Candice was a precocious child with a knack for winning arguments. But she was also shy. So when it came time to go to college, Candice chose to confront her limitations head-on and major in communications. Then, after graduating from a top-20 law school, she moved to Kansas City to become a litigator. In 2006, Candice and her family moved to North Carolina, where she did corporate work from home and decided to follow her passion for real estate law.

"I wanted to serve REALTORS® in the best possible way, and I knew that to do that, I needed to understand their perspective," Candice says. "So I obtained my real estate license in 2008. I was also able to sell five homes to gain professional experience. And even though I was a terrible agent, my brief time in the industry made me appreciate my lane as a lawyer while understanding where my REALTOR® clients are coming from in theirs."

One thing both lanes have in common is the need for strong relationships. "I can't stress the importance of relationships enough," Candice says. "Shepard Law will move heaven and earth to make things work for an agent we have a relationship with because they are our priority. You can jump-start that relationship by reaching out to me for coffee or dropping by the office to take a tour and meet our team. Or, if you have something that went sideways or looks like it's about to, reach out and have a proactive conversation with us. Doing so can save you a lot of headaches and failed deals. Trust me when I tell you from experience, a crazy market won't make you crazy if you handle it right from the beginning and have a strong legal team on your side. REALTORS®



“

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BUILD A NURTURING
AND SERVICE-
FOCUSED FIRM WHERE
CLIENTS COULD
TRUST US TO SOLVE
PROBLEMS AND
FIND SOLUTIONS

...

also use us to provide value to their clients. Often, people need to get their legal house in order when they move homes, and we understand all the intricate pieces – including probate.”

Outside of work, Candice loves spending time with her four teenage children, Ellie (19), Maggie (17), Charlie (15), and Roman (14). As a family, they like to hike, go to amusement parks, take trips to the beach, and enjoy simple family activities at home like playing cards and board games. “I don’t have any hobbies,” Candice laughs. “My humans are my hobby. Every ounce of energy goes into loving and caring for them and enjoying the gift of this big, amazing family that God has given me. I’m so grateful for answered prayers!”

For more information, please visit <https://www.shepardlawpllc.com>.



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TEAM SALAZAR SA CAROLINAS REAL ESTATE

After a lifetime of taking strategic risks and winning, Alex and Andrea Salazar decided to launch SA Carolinas Realty together in March of 2020. Self-described 'hunters,' the power couple built a brokerage that offers a favorable split, top-notch training, and the support agents need to grow. Today, SA Carolinas Realty has tripled in size and has closed more than \$14-million in sales.

"We are a hard-working, diverse brokerage founded on integrity, transparency, and respect," Alex says. "We don't just drive clients to houses. Instead, we educate them about the process, giving them all the information they need to make an informed decision about a property. That's how we've built a 30% referral base in less than two years. Our reputation is already speaking for itself in the Charlotte community."

A New Jersey native, Alex grew up bilingual and was the first in his family to earn a college degree. His parents were immigrants from Columbia who taught him the value of honest work and encouraged him to use that as his starting point for success. So after graduating with a business management degree from William Patterson University, Alex went straight to work in Corporate America as an account manager for a billion-dollar company.

Andrea was born in Columbia and is a naturalized U.S. citizen. She also believes in the



...

power of hard work and new beginnings. The couple met on a job in New Jersey. After getting married, they decided to move to Charlotte in 2007, even though that meant they would have quit their respective careers and start all over in North Carolina.

“With great risk comes great reward,” Alex says, quoting Thomas Jefferson. “Especially if you are strategic. Andrea and I knew what we wanted and what we were up against when we moved. But we also knew we were highly employable: being bilingual, educated, and extremely motivated.”

Alex took a sales position with a company that cleaned Class-A office space, and he discovered the many career avenues in real estate. “I went to all of these property management meetings, owners’ meetings, and community meetings where Charlotte’s growth numbers looked outrageously good and were projected to last. That’s when I first thought about becoming a REALTOR®.”

In 2016, Alex obtained his license and sold real estate at night after putting in a full day at the office. Then, after a year of being a part-time agent, he left his salary and benefits behind to pursue real estate full-time. “Living off of commission was rough, but Andrea encouraged me to have faith,” he smiles. “I started at Keller Williams, and from the moment I signed my first contract, I could see how the numbers were not going to line up in my favor. So I moved to a boutique brokerage and had an excellent mentor who let me shadow him to learn the ins and outs of real estate. As a result, I closed more than 300 transactions in the last five years.”

Always ones to think bigger, Alex and Andrea started planning to open a brokerage together. She left her job in marketing at a Hispanic newspaper to join him in real estate, first as an assistant and then as his client liaison and business manager. Together, while serving clients from many different backgrounds, they carved out a niche within the Hispanic community and were “killing it.” But when the pandemic hit, they viewed it as an opportunity to follow their dreams.



“

I KNOW BOTH MY
PARENTS WOULD
BE PROUD OF WHAT
ANDREA AND I HAVE
ACCOMPLISHED.
**AND WE LOOK
FORWARD TO
HELPING AS
MANY PEOPLE
AS POSSIBLE SEE
THEIR DREAMS
COME TRUE, TOO!**

”



“We were so busy making money that it was hard to find the time to focus on the things that would make us grow,” Alex says. “COVID was a chance to give ourselves dedicated time to put our plans into action. We opened SA Carolinas Realty in 2020 with just the two of us, then added four more professional agents last year. I love training agents on how to be more efficient, manage high volume, and continue to grow in whatever capacity they choose, whether that’s working with us forever or opening their brokerage someday. Real estate is always about the relationships agents build. It’s not about the agency. Our agents want unlimited income, are happy to work for it, and enjoy keeping more of it in their pockets.”

Outside of work, Alex and Andrea enjoy family time with their sons, Mateo (13) and Gianmarco (8), who both love to play soccer. “Real estate gives me the flexibility to attend their games and set my schedule,” Alex says. “My mom died when I was 15, so I understand the value of time and how it doesn’t stop for anyone. Period. You can either let it

pass by or grab it by the horns. I know both my parents would be proud of what Andrea and I have accomplished. And we look forward to helping as many people as possible see their dreams come true, too!”



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

Stephen & Ashlyn

Celebrate the “Gift” of Working Together!



Berkshire Hathaway

Always ready for a challenge, power couple Ashlyn and Stephen Gift didn’t let COVID derail their plans for a March 2020 wedding. Instead, they made it an intimate, family-only event, held it in a backyard on Lake Norman, and laughed at a few surprises that made the day even more memorable.

“In the middle of the ceremony, two of my brothers came back out in hazmat suits to help serve food,” Stephen smiles. “And Ashlyn’s dad put on a Willie Nelson wig during the Father/Daughter Dance as he was the artist for their song. So, long story short, the wedding was perfect!”

Their ability to roll with the punches and focus on the end goal is part of what makes this duo so dynamic. Both from Charlotte, Stephen is a REALTOR® with Berkshire Hathaway HomeServices, and Ashlyn is a Mortgage Originator



at American Security Mortgage. Although they both attended UNC-Wilmington, they didn’t officially meet until a Band of Oz concert at Romare Bearden Park in Uptown Charlotte in 2016.

“We were both attending with our parents,” Ashlyn says. “Luckily, our parents have mutual friends and were all sitting together. My mom convinced me to ‘go talk to the cute guy over there,’ so I did! We seemed to have a lot in common and decided to hang out again. I played volleyball in college, and Stephen kept trying to recruit me for his sand volleyball league, but I told him I’d rather go to dinner instead.”

In 2018, Ashlyn and Stephen were a committed couple and had jobs they liked. But they were both ready for a change. So, she pursued a tip from her cousin and joined Team Lending by Design. Last year was Ashlyn’s first full year as a loan originator, and she closed out 2021 with \$60-million in loan volume. With the encouragement of two close REALTOR® friends, Stephen followed his dream of becoming an agent, and after receiving his license in September 2018, he started real estate full time. Today, he has a career volume of just over \$33 million.

Although they didn’t plan to work together and only do so now for friends and family, the couple says there are many benefits of having a partner in the real estate industry. “It’s great because we often bounce ideas off each other and talk through unique situations,” Ashlyn says. “We love the flexibility, often being able to work from anywhere and at any time of the day. The only downside is that we work 24/7. If there is any secret to work-life balance, we are dying to know!”

...

“Our dream is to be the ‘go-to’ experts for friends, family, and past clients. And our biggest strength is Ashlyn. She is a person everyone can rely on, and she is the reason everything works so well.”



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“We understand when one of us has to sneak away and make a phone call or knock out some time-sensitive work,” Stephen says. “So while we both worked on our Honeymoon, it wasn’t something we stressed about. We are both still in the grind phase, trying to accomplish as much as we can while we don’t have a ton of commitments, and all while knowing that we will need to find more balance in the future - knowing the state of our industry can change quickly.”

While they are looking forward to growing their family, the Gifts are presently content to raise their six-month-old Boykin Spaniel named Darla. They also enjoy spending time with their many nieces and nephews all up and down the East Coast. But most of all, Stephen and Ashlyn primarily love to spend time with each other, visiting beaches, riding their beach cruisers, driving to new spots, and exploring.

“Sitting at home by our fire with a simple meal and a glass of wine is also



very nice,” Ashlyn smiles. “Life is utterly insane some days, and without each other, we could never make it through. Stephen and I balance each other out mentally and emotionally. There will be ups and downs in this industry, but as long as we focus on helping our customers the best we can, our futures will be bright.”

Stephen agrees. “It’s all about your clients being able to trust you and be sure to invest in the relationships that you create along the way,” he says. “Our dream is to be the ‘go-to’ experts for friends, family, and past clients. And our biggest strength is Ashlyn. She is a person everyone can rely on, and she is the reason everything works so well.”

Clients are thrilled working with them both and often say how smooth and seamless their real estate and loan process was at the end. “It has taken a village to get us to where we are, and we have a lot of people to thank, including Team LBD’s fearless leaders, Erin and Christina, and my teammates, Allie and Alix,” Ashlyn says. “We are also grateful to have the support and understanding of our families as we build our businesses. Success is being happy. If you are not happy, you will never be fulfilled no matter how much money you make. So find what makes you happy, and make sure you incorporate that thing into your life as often as possible.”

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TOP 200 STANDINGS

Information Pulled From MLS Listings From January 10, 2022

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
1	Jerry Smith (26145)	6091	905	18	923	320,310,434	347,032	0.82
2	Steve Casselman (19780)	2017	13.5	668	681.5	217,513,025	319,168	0.56
3	Jimmy McClurg (77365)	9283	581	0	581	213,174,512	366,910	0.55
4	Bradley Flowers (80329)	1006601	0	349	349	133,889,230	383,637	0.34
5	Michael Conley (90039)	9039	314	0	314	122,709,419	390,794	0.31
6	Joy Thomas (21411)	2124	20	334	354	109,295,696	308,745	0.28
7	Heather Gibbs (56228)	2708	23	41	64	88,383,638	1,380,994	0.23
8	Matt Stone (57308)	5766	61.5	148	209.5	83,709,155	399,566	0.21
9	Phil Puma (19668)	1966	103	49	152	80,360,305	528,686	0.21
10	Gina Lorenzo (55823)	R00287	51.5	25.5	77	74,956,000	973,455	0.19
11	Lori Jackson (78488)	1935	21	11	32	69,042,505	2,157,578	0.18
12	Alison Alston (54972)	9993	5	218	223	68,893,898	308,941	0.18
13	Susan Ayers (32585)	3185	166	6	172	67,231,920	390,883	0.17
14	Drew Choate (87288)	487601	70	50	120	65,851,365	548,761	0.17
15	Stacey Sauls (20710)	487601	142.5	15	157.5	65,715,495	417,241	0.17
16	Bobby Sisk (23252)	2241	56.5	43.5	100	64,047,173	640,472	0.16
17	Stephen Scott (73041)	10358	130	8	138	62,886,571	455,700	0.16
18	Kyle Bender (57013)	372906	59	93	152	61,374,904	403,782	0.16
19	Susan May (15066)	1316	24.5	23.5	48	60,264,326	1,255,507	0.15
20	Trent Corbin (83495)	9147	174	1	175	59,872,784	342,130	0.15
21	Bill Esterline (47371)	7953	10	178	188	59,871,070	318,463	0.15
22	Ben Bowen (98575)	8575	36	16.5	52.5	59,715,670	1,137,441	0.15
23	Mark Linch (90456)	R00175	0	245	245	57,854,450	236,141	0.15
24	Perry Butler (15492)	897801	2	201.5	203.5	57,411,350	282,120	0.15
25	Tyler Zulli (44232)	1875	204	0	204	55,292,600	271,042	0.14
26	Ron Breese(ronb257h)	NCM572	80.5	42	122.5	55,149,086	450,197	0.14
27	Don Gomez (58631)	5863	144.5	0	144.5	54,654,595	378,232	0.14
28	Joan Goode (26354)	270803	31	27	58	52,163,130	899,364	0.13
29	Jessie Colburn (66888)	13005	0	143	143	51,165,347	357,800	0.13
30	Brandon Lawn (19434)	13993	16	23	39	51,153,121	1,311,618	0.13
31	Jenny Miller (14245)	8667	111	0	111	50,764,410	457,337	0.13
32	Valerie Mitchener (94124)	1316	16	6.5	22.5	47,652,864	2,117,905	0.12
33	Christy Bradshaw (64859)	6813	74.5	33.5	108	46,613,181	431,604	0.12

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
34	Lind Goodman (50024)	3636	119	2.5	121.5	46,418,275	382,043	0.12
35	Aubrey Grier (98832)	2708	14.5	21	35.5	46,373,761	1,306,303	0.12
36	Lauren Dayton (71433)	1050	14	46	60	46,121,389	768,690	0.12
37	Michael Sceau (90341)	1875	186	0	186	45,891,400	246,728	0.12
38	Julie Breedlove (77263)	11979	25.5	15	40.5	45,467,008	1,122,642	0.12
39	Ghada Aljakhbeer (38587)	5349	114.5	0	114.5	44,923,204	392,342	0.11
40	Amy Peterson (42613)	8100	27	23	50	44,847,442	896,949	0.11
41	Michele Scott (93733)	14129	74	3	77	43,348,414	562,966	0.11
42	Roger V. Berrey (13762)	130305	23	17	40	42,872,482	1,071,812	0.11
43	Greg Martin (92627)	9262	40	74.5	114.5	42,825,936	374,026	0.11
44	Brent "Andy" Bovender (96102)	R00287	73.5	8.5	82	42,527,134	518,624	0.11
45	Ann (Dorthe Havmoeller (23641)	810039	57	17	74	42,444,956	573,580	0.11
46	Callie Kelly (13537)	9503	10.5	15	25.5	41,619,500	1,632,137	0.11
47	Nicole George (33635)	9149	36	56	92	41,333,519	449,277	0.11
48	Tony Karak (72850)	8978	23.5	63	86.5	41,036,443	474,410	0.1
49	Bala Sure (79195)	130305	17	86	103	40,789,597	396,016	0.1
50	Paul Sagadin (65322)	4088	37.5	31.5	69	40,459,846	586,375	0.1

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, 2021, to December 31st, 2021; 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

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Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
51	Cathy Wiesneth (20459)	2242	46.5	26	72.5	40,377,668	556,933	0.1
52	Rich Scola (60489)	13896	3	151.5	154.5	39,827,390	257,782	0.1
53	Boston Reid (79505)	6894	39	32	71	38,890,820	547,758	0.1
54	Josh Tucker (22404)	131602	13	13	26	38,610,710	1,485,027	0.1
55	Kris Boschele (91666)	9819	3	100	103	38,349,400	372,324	0.1
56	Kim Trouten (89719)	8100	19	23.5	42.5	38,191,674	898,628	0.1
57	Gopal Kasarla (23973)	13866	17.5	84	101.5	37,863,503	373,039	0.1
58	Judy Spector (69606)	2594	115	2	117	37,442,519	320,022	0.1
59	Brian Belcher (35868)	1303	73	2	75	37,047,775	493,970	0.09
60	Brooke Arey (61858)	5002	59.5	9	68.5	36,025,151	525,915	0.09
61	Andy Griesinger (55358)	9147	25	52	77	35,410,219	459,873	0.09
62	Balaji Tatineni (37432)	R01409	12	72	84	35,296,779	420,200	0.09
63	Jean Benham (15451)	8100	25.5	20	45.5	35,284,959	775,494	0.09
64	Matt Sarver (47190)	481201	51.5	14	65.5	35,092,841	535,769	0.09
65	Wendy Dickinson (14003)	161704	32.5	37	69.5	34,968,264	503,140	0.09
66	Koji Krzywosz (21533)	10269	100.5	2	102.5	34,187,959	333,541	0.09
67	Kranthi Aella (84062)	13864	8	74	82	34,095,860	415,803	0.09
68	Kristen Conner (34960)	R01109	1	106	107	34,080,000	318,505	0.09
69	Patty Hendrix (13160)	1316	12	4	16	33,873,251	2,117,078	0.09
70	Heather Cook (29785)	CV90925	37	42.5	79.5	33,557,044	422,101	0.09
71	Stan Perry (13282)	1050	16	17	33	33,355,900	1,010,785	0.09
72	Jack Marinelli (54620)	1050	17.5	45	62.5	33,196,974	531,152	0.08
73	Kristen Bernard (70653)	9147	54	13	67	33,133,674	494,532	0.08
74	Julie Cash (25192)	3552	17	9	26	32,911,740	1,265,836	0.08
75	Margaret Craker (75628)	10269	98	0	98	32,255,255	329,135	0.08
76	Linda Goss (99797)	2761	54	9	63	32,170,202	510,638	0.08
77	Jennifer Snyder (48426)	9426	117	2	119	31,823,928	267,428	0.08
78	Amy Gamble (13524)	105006	20.5	34	54.5	31,783,494	583,183	0.08
79	Anne Bell (57177)	9503	11.5	17	28.5	31,656,130	1,110,741	0.08
80	Harrison Long (22266)	5002	53.5	0	53.5	31,143,668	582,125	0.08
81	Lisa McCrossan (38224)	1935	16	11	27	31,096,987	1,151,740	0.08
82	Chris Rogalski (11565)	9819	6	84	90	31,023,009	344,700	0.08
83	Jill Miller (27474)	1050	18.5	27	45.5	30,865,684	678,367	0.08

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TOP 200 STANDINGS

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Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
84	Amy Baker (65870)	810006	40	39	79	30,664,414	388,157	0.08
85	Meredith Tomascak (13508)	1316	9.5	13	22.5	30,620,309	1,360,903	0.08
86	Susan Jakubowski (42167)	3552	16	25	41	30,617,056	746,757	0.08
87	Liza Caminiti (32509)	1935	8	15	23	30,577,500	1,329,457	0.08
88	Samuel Grogan (10191)	161704	36.5	18.5	55	30,198,642	549,066	0.08
89	Peggy Peterson (12585)	131601	21	17	38	29,910,464	787,117	0.08
90	Kevin Walsh (53221)	1750	49	17.5	66.5	29,865,174	449,100	0.08
91	Leigh Corso (52135)	9503	13.5	10	23.5	29,750,935	1,265,997	0.08
92	Matthew Means (59093)	R00287	19.5	37	56.5	29,611,559	524,098	0.08
93	TJ Larsen (93983)	9398	48.5	11	59.5	29,544,404	496,545	0.08
94	Christine Hotham (29851)	105001	20.5	9	29.5	29,476,541	999,205	0.08
95	Monica Besecker (71504)	4812	52	1	53	29,436,438	555,404	0.08
96	David Upchurch (65848)	3364	38.5	22	60.5	29,340,220	484,962	0.08
97	Melanie Wilson (47570)	487601	43.5	18	61.5	29,256,001	475,707	0.07
98	Meghan Lluberas (30832)	2708	13	18	31	29,188,972	941,580	0.07
99	Anish Shah (98687)	105001	17	50	67	29,032,280	433,318	0.07
100	Alan Beulah (18961)	6574	57	5	62	28,900,367	466,135	0.07

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Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
101	Tiffany White (28192)	R00287	14.5	37	51.5	28,776,680	558,770	0.07
102	Brandon Ruby (10454)	1050	15	24	39	28,078,609	719,964	0.07
103	Thomas Elrod (85327)	9149	78.5	0	78.5	27,861,548	354,924	0.07
104	Willie Caldwell (48841)	1875	82	0	82	27,440,900	334,645	0.07
105	Mary Beth McIntyre (70131)	5873	11	11	22	27,385,400	1,244,791	0.07
106	David DiGioia (32497)	3434	17.5	24	41.5	27,296,419	657,745	0.07
107	Reid Baxter (58842)	130305	53.5	13.5	67	27,285,089	407,240	0.07
108	Winnie Simmons (20874)	2708	19	12	31	27,281,705	880,055	0.07
109	Rym Foufa Saka (59919)	13798	81	1	82	27,269,006	332,549	0.07
110	Suzette Gray (49464)	1617	27	24.5	51.5	26,928,095	522,876	0.07
111	Jill Moyer (31190)	5808	60.5	5	65.5	26,926,575	411,093	0.07
112	Manjesh Gorajala (54039)	13080	7	45.5	52.5	26,918,987	512,743	0.07
113	Adam Martin (46471)	2536	76	0	76	26,881,667	353,706	0.07
114	Libby Gonyea (89842)	1050	13	17	30	26,869,905	895,664	0.07
115	Consuelo Souders (60390)	481201	46	23	69	26,859,534	389,269	0.07
116	Cam Barnett (34704)	5002	41	5	46	26,804,827	582,714	0.07
117	Mark McClaskey (82927)	335803	35	22	57	26,729,282	468,935	0.07
118	Rebecca McGrath (16379)	9503	20	15.5	35.5	26,674,746	751,401	0.07
119	Mary Hansen(mwh)	NCM572	24.5	22	46.5	26,594,063	571,915	0.07
120	Ashley McMillan (32904)	2708	14	20.5	34.5	26,590,101	770,728	0.07
121	Mary Pell Lea Teden (42451)	1050	12	22	34	26,345,185	774,858	0.07
122	Steven Morgan (81266)	8978	141	8	149	26,267,178	176,290	0.07
123	Ken Riel (24612)	2241	22	18	40	26,129,737	653,243	0.07
124	Shelley Johnson (72834)	372902	49.5	0	49.5	25,711,868	519,432	0.07
125	Debbie Monroe (6258)	302002	30.5	18	48.5	25,704,584	529,991	0.07
126	Wendy Hou (65778)	4579	0	57	57	25,646,550	449,939	0.07
127	Min Li (47094)	7330	7	56	63	25,646,493	407,087	0.07
128	John Bolos (25870)	9147	50.5	3.5	54	25,405,300	470,469	0.06
129	Kate Terrigno (34919)	1316	4	36	40	25,336,180	633,405	0.06
130	Paul Jamison (37440)	9147	29.5	22.5	52	25,327,971	487,076	0.06
131	Lilliah Moseley (53267)	5808	46	16	62	25,239,023	407,081	0.06
132	Melissa Berens (67991)	9147	2.5	51	53.5	25,119,840	469,530	0.06
133	Monte Grandon (54108)	335803	21.5	33.5	55	25,068,242	455,786	0.06

TOP 200 STANDINGS

Information Pulled From MLS Listings From January 10, 2022

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
134	Josephus Huneycutt (27563)	9503	14.5	18.5	33	24,947,400	755,982	0.06
135	Heather Mackey (70880)	13902	12.5	12	24.5	24,869,560	1,015,084	0.06
136	Scott Sofsian (32675)	885004	20	25	45	24,840,798	552,018	0.06
137	Zann Hawkins (30100)	161704	30.5	28	58.5	24,838,349	424,587	0.06
138	Christy Allen (27903)	9206	46.5	8.5	55	24,798,492	450,882	0.06
139	Jeff King (36781)	6217	26.5	8	34.5	24,724,195	716,643	0.06
140	Heather Montgomery (84839)	9503	13.5	20	33.5	24,723,650	738,019	0.06
141	Kelly Smith (23595)	4812	15	8	23	24,719,453	1,074,759	0.06
142	Cindi Hastings (30892)	9503	22	19	41	24,699,773	602,433	0.06
143	Catherine Proben (cproben)	NCM10056	50.5	21	71.5	24,569,620	343,631	0.06
144	Nadine Wynn (23422)	481201	22	7	29	24,558,045	846,829	0.06
145	Chandra Mavuluri (49462)	12007	4.5	70	74.5	24,556,615	329,619	0.06
146	Sara Roche (12190)	9503	6	10	16	24,508,205	1,531,763	0.06
147	Rachel Alles (37934)	10269	78	2	80	24,497,087	306,214	0.06
148	Annette Sempit (26740)	1050	18.5	17.5	36	24,448,400	679,122	0.06
149	Sally Awad (57250)	3753	18.5	18	36.5	24,296,720	665,664	0.06
150	Angela Cerbelli (45000)	11762	31.5	12	43.5	24,239,489	557,230	0.06

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Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
151	Brian K. Noland(homer)	NCM10056	50.5	20	70.5	24,184,620	343,044	0.06
152	Jeff Arzonico (35974)	372902	31	18	49	24,171,837	493,303	0.06
153	Michelle Weeks (47536)	1050	15	13	28	24,047,926	858,855	0.06
154	Mike McLendon (60747)		50	0	50	24,016,657	480,333	0.06
155	Gina Harris (12379)	1303	24	21	45	23,936,500	531,922	0.06
156	John Seabeck (47659)	R00410	81	1	82	23,841,777	290,753	0.06
157	Greg Stallard (24186)	5289	58	10	68	23,791,070	349,869	0.06
158	Lawrie Lawrence (88272)	8368	25	0	25	23,568,750	942,750	0.06
159	Mary Ann Dumke (93709)	5002	34	5	39	23,507,555	602,758	0.06
160	Mary Lib Richards (16893)	481201	17.5	25	42.5	23,413,699	550,911	0.06
161	Becky Boan (24704)	810033	25	14	39	23,365,628	599,119	0.06
162	Anita Sabates (14822)	810010	11	7	18	23,340,600	1,296,700	0.06
163	Brian Jordan (62530)	10187	38	11	49	23,216,258	473,801	0.06
164	John Torres (53511)	6457	20	31	51	23,196,397	454,831	0.06
165	Debbie Micale (88972)	13164	38	7	45	23,174,065	514,979	0.06
166	Lisa Archer (50431)	9149	37.5	22	59.5	23,083,555	387,959	0.06
167	Mary McCloskey (57504)	810003	20	28	48	23,075,072	480,731	0.06
168	Jay White (51571)	9149	35.5	15	50.5	23,031,518	456,070	0.06
169	Kate Watts (46426)	2681	33	14	47	23,005,654	489,482	0.06
170	John Kurtz (28927)	6583	32	24	56	22,985,387	410,453	0.06
171	Liz Miller (75917)	5844	8.5	8	16.5	22,976,800	1,392,533	0.06
172	Douglas Christen (63385)	2241	21	47.5	68.5	22,683,916	331,152	0.06
173	Lance Carlyle (15534)	4482	8	5	13	22,497,500	1,730,577	0.06
174	Enrique Alzate (31663)	335803	27	50	77	22,368,761	290,503	0.06
175	Josh Dearing (42475)	9993	20.5	33	53.5	22,318,585	417,170	0.06
176	Wes Collins (42351)	372906	19	38	57	22,243,867	390,243	0.06
177	Maureen Roberge (42105)	8774	29	12	41	22,177,820	540,922	0.06
178	Laura Maultsby (31344)	12124	43.5	2	45.5	22,104,954	485,823	0.06
179	Patrick Nooney (23191)	130305	38	13	51	22,061,179	432,572	0.06
180	Amanda Chaney (10592)	5349	56	1	57	21,974,041	385,509	0.06
181	Lyn Palmer (83840)	5757	16	19	35	21,713,194	620,377	0.06
182	Pamela Williams(pamelaw)	NCM10056	51.5	21.5	73	21,587,629	295,721	0.06
183	Robin Hurd (36776)	9983	35	4	39	21,554,054	552,668	0.06

TOP 200 STANDINGS

Information Pulled From MLS Listings From January 10, 2022

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
184	Sarah Jenkins (53008)	5349	56	0	56	21,521,038	384,304	0.06
185	Melissa Zimmerman (32280)	885011	24	21	45	21,424,138	476,092	0.05
186	Anna Granger (28737)	2180	37	18	55	21,345,931	388,108	0.05
187	Brett Carraway (48194)	11150	30	22	52	21,314,354	409,891	0.05
188	Kelly Myers (62732)	10656	14	18	32	21,306,000	665,813	0.05
189	Meghan Wilkinson (90676)	1316	12.5	11.5	24	21,301,425	887,559	0.05
190	Lori Scherrman (47992)	4799	13.5	16	29.5	21,298,714	721,990	0.05
191	Cynthia DuBose(cyn455h)	NCM550	32	21.5	53.5	21,268,925	397,550	0.05
192	Victoria Mitchener (11671)	1316	5.5	6	11.5	21,215,475	1,844,824	0.05
193	Bobby Downey (35023)	4065	19	25.5	44.5	21,204,850	476,513	0.05
194	Emma Walker (39608)	8978	23	23	46	21,094,610	458,578	0.05
195	Michael Toste (32937)	6457	30.5	1	31.5	21,024,482	667,444	0.05
196	Jessica Babington (22507)	9012	11.5	11	22.5	20,964,300	931,747	0.05
197	Scott Wurtzbacher (23583)	3267	19	25	44	20,954,956	476,249	0.05
198	Rory Cummins (23247)	9147	19	28	47	20,893,798	444,549	0.05
199	Chelsea Weisensel (82539)	3891	19	19	38	20,827,426	548,090	0.05
200	Chuck Calvello (81346)	9147	2.5	55	57.5	20,772,096	361,254	0.05

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