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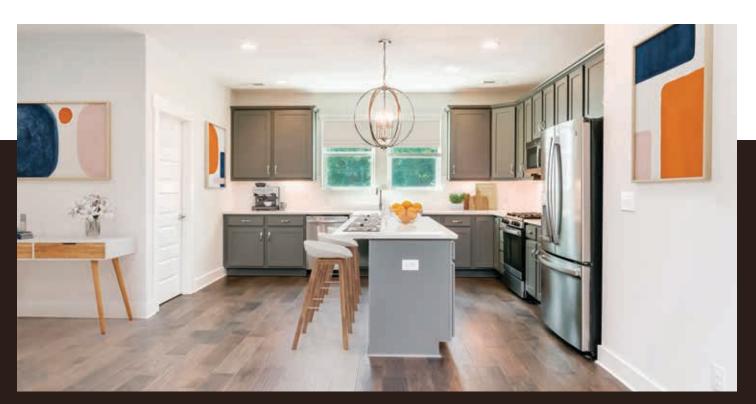
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Spotlights



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how far we've come

CHEERS TO FIVE YEARS! AND MANY MORE...

Sitting down to write this letter, I feel incredibly blessed and want to extend a sincere THANK YOU to everyone who has supported *Charlotte Real Producers*! I am so grateful for my team, my family (shoutout to my other half, Christina), and the real estate agents of greater Charlotte who have become like family to me. Thank you to those who continue to be involved, show up, and be a part of our events. It has been five incredible years together, and there is still so much yet to come!

I've always believed that meaningful connections and deepened relationships support a successful business. In starting *Charlotte Real Producers*, I knew If I could be intentional in being that connecting component between the top business vendors and the best agents in Charlotte, then I could create a tight-knit community where everybody wins. As my wife likes to tell people jokingly, "Tom has a guy for everything." She's not wrong, though ... bringing people together is truly the heart of what I do!

Charlotte Real Producers has continued to evolve from not just print advertising, but to a multimedia production platform with several avenues for engagement! With 2022 upon us, my vision for the future is to continue to sharpen the axe and be a better overall connections platform. We will be laser-guided and intentional in delivering those connections from various sources.

Now, more than ever, I am inspired by experiences and deepening the relationships with the people in my life who mean the most. Cheers to you, my friends. Here is to growing our community together, and a new year focusing on the people and experiences that fuel your soul.

Sincerely,

Owner and Publisher of Charlotte Real Producers, Tom Bramhall











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Charlotte Real Producer's

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On April 6th, 2017, many of Charlotte's finest Real Estate professionals came together to celebrate the launch of the brand-new Real Estate trade publication, Charlotte Real Producers. Over 150 people packed Bubble to celebrate the launch of our unique magazine tailored to the top producing Real Estate Agents and Brokers in the greater Charlotte region.



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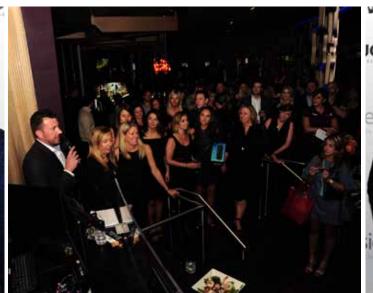






















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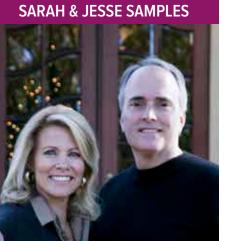
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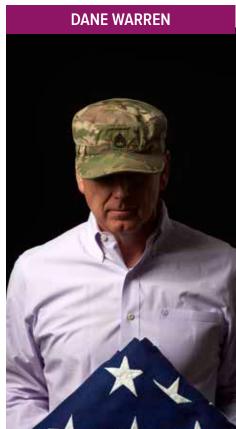
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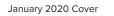
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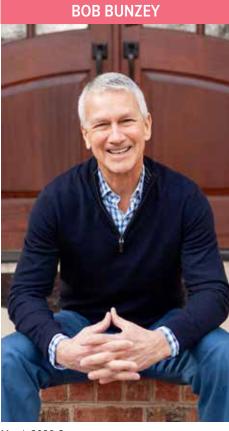
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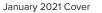
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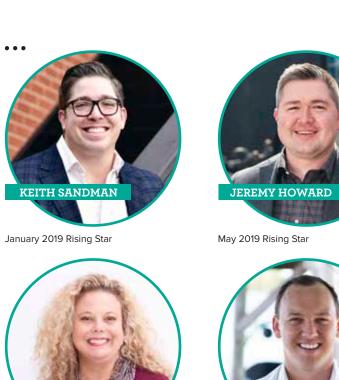
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BROOKE HARRELSON





KELLY KING











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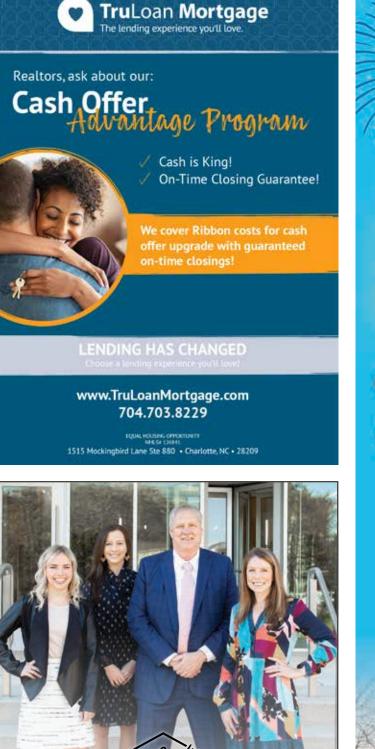
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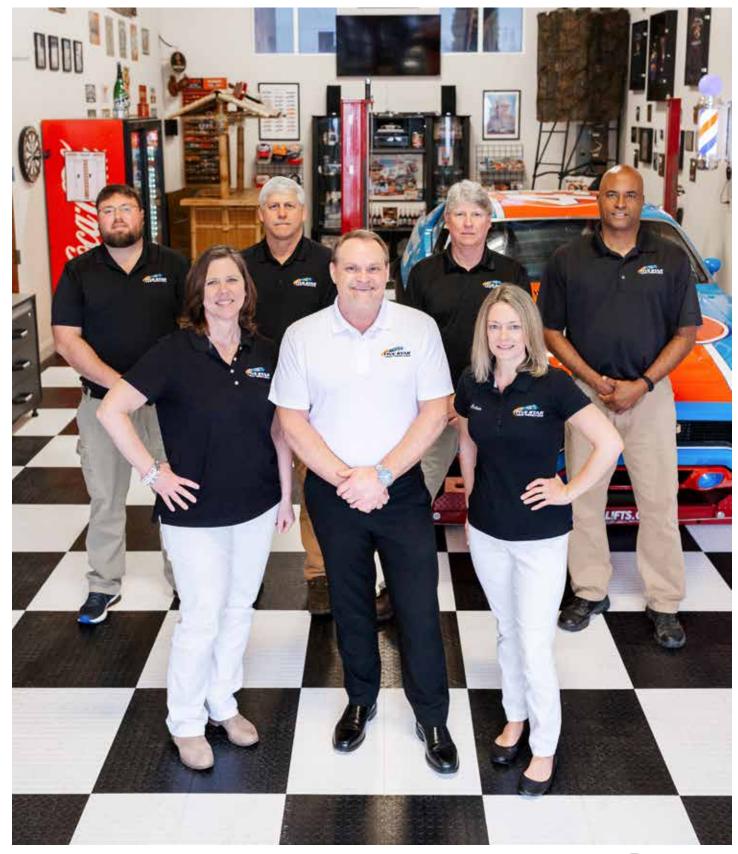




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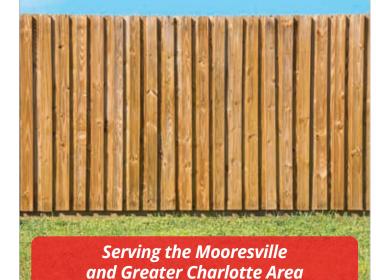
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March 2019



April 2019 Giving Tree Realty



May 2019 LKN Homes



The Sarver Group of Keller Williams Lake Norman



July 2019 The Mac Group Real Estate Advisors



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July 2020 Costello Real Estate and Investments



August 2020 Paracle Better Homes and Gardens Real Estate



September 2020 Dan Jones Real Estate



October 2020 Barclay Realty Group



November 2020 DM Properties & Associates



December 2020 Pridemore Properties



January 2021 Ivester Jackson Distinctive Properties, Christie's International Real Estate



February 2021 NÖIRE Real Estate Group



March 2021 The Compass Group at Rinehart Realty Downtown



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Information Pulled From MLS Listings From December 9th, 2021

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
1	Jerry Smith (26145)	6091	824	15	839	286,405,374.00	341,365	0.8
2	Steve Casselman (19780)	2017	13.5	627	640.5	204,433,025.00	319,177	0.57
3	Jimmy McClurg (77365)	9283	498	0	498	179,970,719.00	361,387	0.51
4	Bradley Flowers (80329)	1006601	0	306	306	116,321,695.00	380,136	0.33
5	Michael Conley (90039)	9039	293	0	293	115,781,539.00	395,159	0.32
6	Joy Thomas (21411)	2124	19	309	328	99,419,296.00	303,108	0.28
7	Heather Gibbs (56228)	2708	23	36	59	82,868,638.00	1,404,553	0.23
8	Matt Stone (57308)	5766	55.5	133	188.5	74,412,667.00	394,762	0.21
9	Phil Puma (19668)	1966	100	43	143	73,194,905.00	511,852	0.21
10	Gina Lorenzo (55823)	R00287	49	25.5	74.5	72,386,000.00	971,624	0.2
11	Lori Jackson (78488)	1935	18	10	28	65,256,505.00	2,330,589	0.18
12	Drew Choate (87288)	487601	63	47	110	60,502,667.00	550,024	0.17
13	Susan Ayers (32585)	3185	149	5	154	60,087,808.00	390,181	0.17
14	Alison Alston (54972)	9993	4	190	194	60,033,198.00	309,449	0.17
15	Stephen Scott (73041)	10358	122	8	130	60,019,671.00	461,690	0.17
16	Stacey Sauls (20710)	487601	126.5	15	141.5	59,392,603.00	419,736	0.17
17	Bobby Sisk (23252)	2241	52	40.5	92.5	58,445,423.00	631,842	0.16
18	Kyle Bender (57013)	372906	54	86	140	57,061,319.00	407,581	0.16
19	Trent Corbin (83495)	9147	163	1	164	56,398,609.00	343,894	0.16
20	Ben Bowen (98575)	8575	32	15.5	47.5	55,920,670.00	1,177,277	0.16
21	Perry Butler (15492)	897801	2	195.5	197.5	55,575,650.00	281,396	0.16
22	Tyler Zulli (44232)	1875	203	0	203	54,972,700.00	270,801	0.15
23	Susan May (15066)	1316	24.5	19.5	44	54,905,326.00	1,247,848	0.15
24	Mark Linch (90456)	R00175	0	227	227	53,087,450.00	233,865	0.15
25	Ron Breese (ronb257h)	NCM572	73.5	39	112.5	50,604,186.00	449,815	0.14
26	Don Gomez (58631)	5863	131.5	0	131.5	50,400,095.00	383,271	0.14
27	Brandon Lawn (19434)	13993	16	22	38	49,703,121.00	1,307,977	0.14
28	Joan Goode (26354)	270803	28	25	53	47,685,630.00	899,729	0.13
29	Aubrey Grier (98832)	2708	14.5	20.5	35	45,698,761.00	1,305,679	0.13
30	Ghada Aljakhbeer (38587)	5349	114	0	114	44,663,101.00	391,782	0.13
31	Bill Esterline (47371)	7953	10	132	142	44,437,820.00	312,942	0.12
32	Valerie Mitchener (94124)	1316	14	6.5	20.5	43,972,864.00	2,145,018	0.12
33	Lauren Dayton (71433)	1050	13.5	44	57.5	43,716,389.00	760,285	0.12

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
		1075	4	•	477	40.500.000.00	0.40.040	0.40
34	Michael Sceau (90341)	1875	177	0	177	43,580,300.00	246,216	0.12
35	Jenny Miller (14245)	8667	94	0	94	42,985,071.00	457,288	0.12
36	Christy Bradshaw (64859)	6813	67.5	31	98.5	42,843,181.00	434,956	0.12
37	Callie Kelly (13537)	9503	10.5	15	25.5	41,619,500.00	1,632,137	0.12
38	Ann-Dorthe Havmoeller (23641)	810039	55	16	71	40,913,781.00	576,250	0.11
39	Lind Goodman (50024)	3636	108	2.5	110.5	40,206,905.00	363,863	0.11
40	Amy Peterson (42613)	8100	26	20	46	40,146,701.00	872,754	0.11
41	Roger V. Berrey (13762)	130305	22	15	37	39,676,421.00	1,072,336	0.11
42	Rich Scola (60489)	13896	3	149.5	152.5	39,242,390.00	257,327	0.11
43	Greg Martin (92627)	9262	39	65.5	104.5	39,226,436.00	375,373	0.11
44	Brent "Andy" Bovender (96102)	R00287	68.5	6.5	75	38,135,134.00	508,468	0.11
45	Nicole George (33635)	9149	33	51	84	37,587,319.00	447,468	0.11
46	Jessie Colburn (66888)	13005	0	106	106	37,050,547.00	349,533	0.1
47	Judy Spector (69606)	2594	114	2	116	37,027,519.00	319,203	0.1
48	Bala Sure (79195)	130305	15	80	95	36,955,077.00	389,001	0.1
49	Julie Breedlove (77263)	11979	21.5	12	33.5	36,412,008.00	1,086,926	0.1
50	Paul Sagadin (65322)	4088	34	28.5	62.5	35,839,096.00	573,426	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 1st, 2021, to November 30th, 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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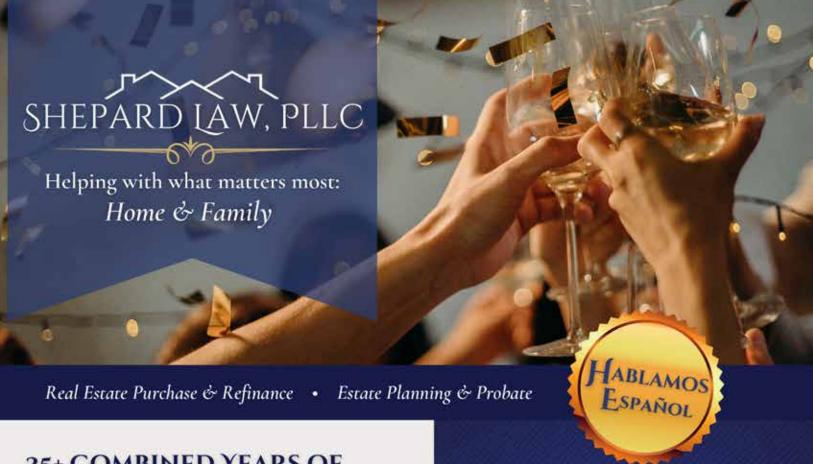
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TOP 200 STANDINGS

Information Pulled From MLS Listings From December 9th, 2021

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
51	Tony Karak (72850)	8978	20.5	57	77.5	35,765,683.00	461,493	0.1
52	Kim Trouten (89719)	8100	17	22.5	39.5	34,783,674.00	880,599	0.1
53	Andy Griesinger (55358)	9147	25	50	75	34,526,719.00	460,356	0.1
54	Michele Scott (93733)	14129	58	3	61	34,150,164.00	559,839	0.1
55	Kristen Conner (34960)	R01109	1	106	107	34,080,000.00	318,505	0.1
56	Brian Belcher (35868)	1303	67	2	69	33,990,375.00	492,614	0.1
57	, ,	2242	39.5	22	61.5	33,707,633.00	548,092	0.09
	Cathy Wiesneth (20459)	13866			88.5			0.09
58	Gopal Kasarla (23973)	1050	16.5 15	72		33,096,894.00	373,976 1,028,075	0.09
59	Stan Perry (13282)			17	32	32,898,400.00		
60	Matt Sarver (47190)	481201	46	14	60	32,578,341.00	542,972	0.09
61	Wendy Dickinson (14003)	161704	31	32	63	32,402,494.00	514,325	0.09
62	Kris Boschele (91666)	9819	0	89	89	32,291,400.00	362,825	0.09
63	Jean Benham (15451)	8100	24.5	17	41.5	32,188,959.00	775,638	0.09
64	Balaji Tatineni (37432)	R01409	11	66	77	32,067,653.00	416,463	0.09
65	Kristen Bernard (70653)	9147	52	12	64	31,797,174.00	496,831	0.09
66	Anne Bell (57177)	9503	10.5	17	27.5	31,053,880.00	1,129,232	0.09
67	Heather Cook (29785)	CV90925	36	37	73	30,736,803.00	421,052	0.09
68	Boston Reid (79505)	6894	31	26	57	30,709,820.00	538,769	0.09
69	Harrison Long (22266)	5002	52.5	0	52.5	30,644,243.00	583,700	0.09
70	Kranthi Aella (84062)	13864	8	64	72	30,494,755.00	423,538	0.09
71	Jill Miller (27474)	1050	17.5	27	44.5	30,290,684.00	680,690	0.09
72	Peggy Peterson (12585)	131601	21	17	38	29,910,464.00	787,117	0.08
73	Jack Marinelli (54620)	1050	15	41	56	29,860,250.00	533,219	0.08
74	Amy Gamble (13524)	105006	19.5	30	49.5	29,737,554.00	600,759	80.0
75	Brooke Arey (61858)	5002	50.5	7	57.5	29,407,909.00	511,442	80.0
76	Samuel Grogan (10191)	161704	35	16.5	51.5	29,283,642.00	568,614	80.0
77	Kevin Walsh (53221)	1750	48	17.5	65.5	29,272,625.00	446,910	80.0
78	Amy Baker (65870)	810006	38	36	74	29,093,914.00	393,161	80.0
79	Linda Goss (99797)	2761	50	8	58	28,567,040.00	492,535	0.08
80	Jennifer Snyder (48426)	9426	108	1	109	28,458,758.00	261,090	0.08
81	Chris Rogalski (11565)	9819	6	77	83	28,244,009.00	340,289	0.08
82	Josh Tucker (22404)	131602	9	13	22	28,150,710.00	1,279,578	0.08
83	Brandon Ruby (10454)	1050	14	24	38	28,008,609.00	737,069	0.08

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Information Pulled From MLS Listings From December 9th, 2021

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
84	Matthew Means (59093)	R00287	18.5	35	53.5	27.923.822.00	521,941	0.08
85	Melanie Wilson (47570)	487601	41.5	16	57.5	27,704,001.00	481,809	0.08
86	Lisa McCrossan (38224)	1935	15	8	23	27,526,412.00	1,196,801	0.08
87	David Upchurch (65848)	3364	37	20	57	27,454,730.00	481,662	0.08
88	Patty Hendrix (13160)	1316	10	4	14	27,408,251.00	1,957,732	0.08
89	Christine Hotham (29851)	105001	19.5	8	27.5	27,376,541.00	995,511	0.08
90	Leigh Corso (52135)	9503	12.5	9	21.5	27,303,435.00	1,269,927	0.08
91	Anish Shah (98687)	105001	16	46	62	27,082,280.00	436,811	0.08
92	Alan Beulah (18961)	6574	53	5	58	26,915,543.00	464,061	0.08
93	TJ Larsen (93983)	9398	44.5	10	54.5	26,755,954.00	490,935	0.08
94	Susan Jakubowski (42167)	3552	13	22	35	26,347,156.00	752,776	0.07
95	Mary Pell Lea Teden (42451)	1050	12	22	34	26,345,185.00	774,858	0.07
96	Monica Besecker (71504)	4812	50	1	51	26,287,188.00	515,435	0.07
97	Tiffany White (28192)	R00287	14.5	32	46.5	26,255,180.00	564,628	0.07
98	Thomas Elrod (85327)	9149	73.5	0	73.5	26,146,548.00	355,735	0.07
99	Meghan Lluberas (30832)	2708	12	17	29	26,126,472.00	900,913	0.07
100	Suzette Gray (49464)	1617	25	24.5	49.5	25,693,095.00	519,052	0.07

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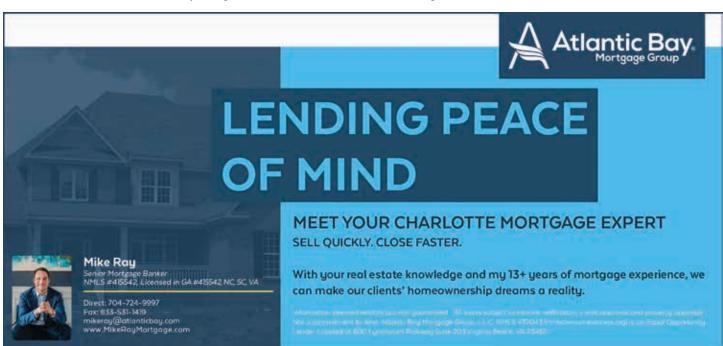
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Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
101	Margaret Craker (75628)	10269	78	0	78	25,651,100.00	328,860	0.07
102	Meredith Tomascak (13508)	1316	9.5	12	21.5	25,380,309.00	1,180,479	0.07
103	Debbie Monroe (06258)	302002	29.5	18	47.5	25,234,684.00	531,256	0.07
104	Rebecca McGrath (16379)	9503	18	15	33	25,174,246.00	762,856	0.07
105	Paul Jamison (37440)	9147	29	22.5	51.5	25,165,971.00	488,660	0.07
106	Lilliah Moseley (53267)	5808	45	16	61	24,999,023.00	409,820	0.07
107	Jocephus Huneycutt (27563)	9503	14	18.5	32.5	24,852,400.00	764,689	0.07
108	Mary Hansen (mwh)	NCM572	23.5	20	43.5	24,765,063.00	569,312	0.07
109	Libby Gonyea (89842)	1050	13	15	28	24,703,405.00	882,264	0.07
110	Wendy Hou (65778)	4579	0	55	55	24,658,550.00	448,337	0.07
111	Monte Grandon (54108)	335803	20.5	33.5	54	24,647,742.00	456,440	0.07
112	Reid Baxter (58842)	130305	50	12.5	62.5	24,571,839.00	393,149	0.07
113	Sara Roche (12190)	9503	6	10	16	24,508,205.00	1,531,763	0.07
114	Rachel Alles (37934)	10269	78	2	80	24,497,087.00	306,214	0.07
115	Mark McClaskey (82927)	335803	34	18	52	24,369,282.00	468,640	0.07
116	Consuelo Souders (60390)	481201	43	20	63	24,357,503.00	386,627	0.07
117	Steven Morgan (81266)	8978	130	7	137	24,321,178.00	177,527	0.07
118	Angela Cerbelli (45000)	11762	31.5	12	43.5	24,239,489.00	557,230	0.07
119	Melissa Berens (67991)	9147	2.5	48	50.5	24,141,940.00	478,058	0.07
120	Jill Moyer (31190)	5808	54.5	4	58.5	24,016,575.00	410,540	0.07
121	Shelley Johnson (72834)	372902	45	0	45	23,911,518.00	531,367	0.07
122	Min Li (47094)	7330	6	53	59	23,903,568.00	405,145	0.07
123	Annette Semprit (26740)	1050	18.5	16.5	35	23,903,400.00	682,954	0.07
124	Koji Krzywosz (21533)	10269	69.5	2	71.5	23,872,600.00	333,883	0.07
125	Rym Foufa Saka (59919)	13798	72	1	73	23,869,106.00	326,974	0.07
126	John Seabeck (47659)	R00410	81	1	82	23,841,777.00	290,753	0.07
127	Cindi Hastings (30892)	9503	21	18	39	23,774,673.00	609,607	0.07
128	Kelly Smith (23595)	4812	14.5	7	21.5	23,669,379.00	1,100,901	0.07
129	Julie Cash (25192)	3552	14.5	7	21.5	23,650,000.00	1,100,000	0.07
130	Willie Caldwell (48841)	1875	70	0	70	23,569,100.00	336,701	0.07
131	Sally Awad (57250)	3753	18.5	17	35.5	23,546,720.00	663,288	0.07
132	Catherine Proben (cproben)	NCM10056	46	20	66	23,489,370.00	355,900	0.07
133	Kate Terrigno (34919)	1316	4	33	37	23,438,180.00	633,464	0.07

Information Pulled From MLS Listings From December 9th, 2021

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
134	Jeff King (36781)	6217	25.5	7	32.5	23,341,195.00	718,191	0.07
135	Brian K. Noland (homer)	NCM10056	46	19	65	23,104,370.00	355,452	0.06
136	Ken Riel (24612)	2241	21	15	36	23,094,737.00	641,520	0.06
137	Heather Mackey (70880)	13902	11.5	12	23.5	23,074,560.00	981,896	0.06
138	Manjesh Gorajala (54039)	13080	6	37.5	43.5	22,954,594.00	527,692	0.06
139	John Bolos (25870)	9147	43	3.5	46.5	22,922,300.00	492,953	0.06
140	Ashley McMillan (32904)	2708	11	18.5	29.5	22,860,101.00	774,919	0.06
141	Gina Harris (12379)	1303	24	20	44	22,846,500.00	519,239	0.06
142	Becky Boan (24704)	810033	23	14	37	22,794,378.00	616,064	0.06
143	Michelle Weeks (47536)	1050	14	12	26	22,747,926.00	874,920	0.06
144	Lawrie Lawrence (88272)	8368	23	0	23	22,585,750.00	981,989	0.06
145	Scott Sofsian (32675)	885004	20	23	43	22,561,149.00	524,678	0.06
146	Lance Carlyle (15534)	4482	8	5	13	22,497,500.00	1,730,577	0.06
147	Anita Sabates (14822)	810010	10	7	17	22,470,600.00	1,321,800	0.06
148	Chandra Mavuluri (49462)	12007	4.5	64	68.5	22,287,195.00	325,361	0.06
149	Mary Lib Richards (16893)	481201	15.5	25	40.5	22,186,199.00	547,807	0.06
150	Heather Montgomery (84839)	9503	12.5	18	30.5	22,048,650.00	722,907	0.06

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Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
151	Jeff Arzonico (35974)	372902	29.5	14	43.5	21,975,762.00	505,190	0.06
152	Laura Maultsby (31344)	12124	42.5	2	44.5	21,919,954.00	492,583	0.06
153	Liz Miller (75917)	5844	8.5	7	15.5	21,650,800.00	1,396,826	0.06
154	Robin Hurd (36776)	9983	35	4	39	21,554,054.00	552,668	0.06
155	Nadine Wynn (23422)	481201	19	7	26	21,341,745.00	820,836	0.06
156	Zann Hawkins (30100)	161704	28.5	24	52.5	21,227,849.00	404,340	0.06
157	Cam Barnett (34704)	5002	33	4	37	21,198,497.00	572,932	0.06
158	Greg Stallard (24186)	5289	54	8	62	21,136,187.00	340,906	0.06
159	Liza Caminiti (32509)	1935	5	13	18	21,117,500.00	1,173,194	0.06
160	John Torres (53511)	6457	19	27	46	20,995,959.00	456,434	0.06
161	Josh Dearing (42475)	9993	18.5	32	50.5	20,818,585.00	412,249	0.06
162	Enrique Alzate (31663)	335803	26	46	72	20,816,871.00	289,123	0.06
163	Amanda Chaney (10592)	5349	54.5	0	54.5	20,804,994.00	381,743	0.06
164	Sarah Jenkins (53008)	5349	54.5	0	54.5	20,804,994.00	381,743	0.06
165	Patrick Nooney (23191)	130305	35.5	11	46.5	20,718,179.00	445,552	0.06
166	Winnie Simmons (20874)	2708	17	11	28	20,704,426.00	739,444	0.06
167	Lisa Archer (50431)	9149	33	21	54	20,699,755.00	383,329	0.06
168	Lori Scherrman (47992)	4799	13.5	15	28.5	20,689,714.00	725,955	0.06
169	David DiGioia (32497)	3434	13	21	34	20,632,419.00	606,836	0.06
170	Rachael Dunnavant (21218)	9147	18	13	31	20,608,408.00	664,787	0.06
171	Emma Walker (39608)	8978	22	23	45	20,544,610.00	456,547	0.06
172	Michael Toste (32937)	6457	30	1	31	20,511,982.00	661,677	0.06
173	Jessica Babington (22507)	9012	11.5	10	21.5	20,472,550.00	952,212	0.06
174	Meghan Wilkinson (90676)	1316	11.5	10.5	22	20,390,425.00	926,838	0.06
175	Mary Beth McIntyre (70131)	5873	11	10	21	20,385,400.00	970,733	0.06
176	Clark Goff (51753)	810037	10.5	14	24.5	20,359,440.00	830,998	0.06
177	Douglas Christen (63385)	2241	19	43.5	62.5	20,213,916.00	323,423	0.06
178	Cynthia DuBose (cyn455h)	NCM550	29.5	19.5	49	20,183,975.00	411,918	0.06
179	Mary McCloskey (57504)	810003	18	25	43	20,117,072.00	467,839	0.06
180	Maureen Roberge (42105)	8774	26	11	37	20,077,820.00	542,644	0.06
181	Jay White (51571)	9149	32.5	13	45.5	19,985,738.00	439,247	0.06
182	John Kurtz (28927)	6583	29	22	51	19,915,897.00	390,508	0.06
183	Melissa Zimmerman (32280)	885011	23	19	42	19,886,138.00	473,479	0.06

Information Pulled From MLS Listings From December 9th, 2021

Rank	Agent Name	Office	Transactions List	Sold	Total	Volume Total	Average Price	Market Share
184	Mary Ann Dumke (93709)	5002	31	3	34	19,881,735.00	584,757	0.06
185	Susan Dolan (82650)	5844	12	6	18	19,812,900.00	1,100,717	0.06
186	Wes Collins (42351)	372906	19	33	52	19,808,543.00	380,934	0.06
187	Rory Cummins (23247)	9147	18	26	44	19,735,298.00	448,530	0.06
188	Mike Abernethy (23378)	372906	32	15	47	19,601,710.00	417,058	0.06
189	Kim McCorkle (57871)	11762	25	14	39	19,561,916.00	501,588	0.05
190	Anne Spencer (48051)	1316	8.5	19	27.5	19,514,128.00	709,605	0.05
191	Kate Watts (46426)	2681	29	12	41	19,506,603.00	475,771	0.05
192	Anna Granger (28737)	2180	34	18	52	19,498,031.00	374,962	0.05
193	Frank Adams (88440)	1050	10.5	14.5	25	19,431,750.00	777,270	0.05
194	Steve DuBose (ste155h)	NCM550	28.5	19.5	48	19,421,475.00	404,614	0.05
195	David Hoffman (43289)	13574	31.5	3.5	35	19,380,615.00	553,732	0.05
196	Brett Carraway (48194)	11150	25	21	46	19,317,253.00	419,940	0.05
197	Shelly Rydell (27513)	2708	11	12	23	19,306,300.00	839,404	0.05
198	Doris Nash (39910)	5844-01	9	2	11	19,266,975.00	1,751,543	0.05
199	Andrew Sharpe (25466)	8641	19	24	43	19,263,300.00	447,984	0.05
200	Scott Wurtzbacher (23583)	3267	17.5	23.5	41	19,221,391.00	468,814	0.05

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