

A smiling man with short brown hair and a goatee, wearing a blue polo shirt, is the central figure of the image. The background is a soft-focus outdoor setting with greenery.

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Top 200 Standings

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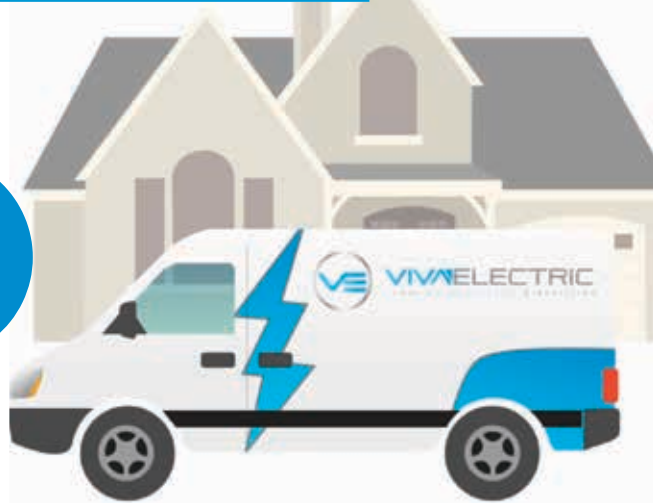
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Keeping Real Estate Fun

BOBBY DOWNEY

*of Downey Properties Team
at NextHome Paramount*

“Fun Bobby” loves living up to his nickname, but don’t let it fool you. With more than \$100 million in sales in his eight-year career, REALTOR® Bobby Downey is one of the hardest working agents in Charlotte. So, even though he strives to give his clients an enjoyable experience, he’s best known for giving them excellent results.

“Real Estate is not just a career but a passion,” Bobby says. “If you are not passionate about it, you will not last. The most rewarding part of this business for me is the relationships that it allows us to create. I’ve built my clientele by working with friends and friends of friends. Helping them achieve homeownership is a tremendous thing in itself, and then I get to watch the life they build for themselves and their families. It’s a great job!”

A Charlotte native, Bobby attended Appalachian State University before spending 11 years in the mortgage industry. Meanwhile, his wife and current business partner, Jayme Downey, was killing it in real estate. “I was frustrated in the mortgage industry because I didn’t

have much control over the client experience,” Bobby explains. “There were too many hands in the cookie jar, so to say. I saw how Jayme consistently delivered a great experience while having fun, and I decided to make the transition. On July 8, 2014, I obtained my license and never looked back.”

Initially, Bobby joined his wife at Keller Williams Ballantyne, and they quickly became the top husband-and-wife team at that office. After three years with KW, the couple left and opened a small independent brokerage, Downey Properties. “We learned a lot in that transition,” Bobby says. “A year later, we bought a franchise of NextHome and opened NextHome Paramount. The company offers superior technology, training, and leadership. Joining the NextHome family was the best decision we have made.”

Jayme is now NextHome Paramount’s Broker-In-Charge and has been Bobby’s mentor since day one. “She is the reason I found success and found it quickly,” Bobby



“
*Our company motto is
‘HUMANS OVER HOUSES,’
and I do my best to put that
into action every day.*”

smiles. “Jayme had about 10 years of experience prior to me joining her in real estate, and it made the transition so much easier. The best advice I would give an agent is don’t recreate the wheel. Instead, have a mentor/guide that has been where you are going, put together a plan, and then take action.”

Today, Bobby is passionate about building out his team and helping Jayme grow their brokerage. “What we have built so far is the foundation of bigger, greater things to come,” he says. “Our company motto is ‘Humans Over Houses,’ and I do my best to put that into action every day. Be kind. This business is not about transactions. It’s about people. I think a large portion of this industry has forgotten that, but everything else will work



itself out if you put people first. The more you talk to people, the more you see that a lot of us have overcome tremendous things to get where we are. I’m grateful to be where I am and will continue to push forward to be better in life and business.”

Last year, Bobby had \$21.5 million in sales volume, but that’s not his top priority. To him, it’s seeing smiles on the face of his wife and their two boys. Cooper is 13 and into basketball. West is 10 and learning the drums. Both boys love going fishing with their dad, and everyone in the family is an adamant Pittsburgh Steelers fan. When the Downey family wants to relax away from it all, they head to the beach with their Pug Rocco in tow.

“Success is a home full of laughter and love to come home to every day,” Bobby says. “I also love seeing smiles on my clients’ faces and want them to have fun throughout the real estate process. Most people don’t know that I like to freestyle rap, and every once in a while, when the mood hits me, I surprise folks and BREAK IT DOWN. They don’t call me Fun Bobby for nothing! When a client is a little sad at closing because they won’t get to see so much of you moving forward, you have done your job.”

“
Success is a home full of laughter and
LOVE TO COME HOME TO EVERY DAY
”



Megan Votruba

Entrepreneur. Risk Taker. Goal Driven.

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Giving up is never an option for Megan Votruba.

Megan Votruba is not afraid to try something new!

Diving into real estate from a safe career in healthcare and radiology, Megan was propelled internally by a drive to challenge herself beyond where she was comfortable. Not one to rest on her laurels or look back, Megan hit the ground running into real estate and made quite the mark.

Megan's first year of work in 2019 garnered her a volume of just under 4 million. Aiming upwards, she set a goal to double her first-year volume in her second year and succeeded! She closed out her second year with just under 8 million (\$7,585,675)!

Originally from Avon Lake, Ohio, Megan attended Florida State University where she studied Exercise Physiology. She followed at Keiser College in Tallahassee focusing on Radiologic Technology. She worked within radiology in cities such as Destin, Atlanta, and San Jose before landing in Charlotte. She even obtained her Registered Cardiac Invasive Specialist (RCIS) certification.

Megan always had an inkling towards real estate. She explained, "Real estate is something that has sparked my curiosity since I was a child. I've always been so interested in the multiple avenues you can take in real estate. The possibilities are endless. I felt like I learned so much while working in hospitals, and I wanted to see what I was capable of if I tried something new."



Since obtaining her license in 2019, Megan has always been an independent agent starting out at Keller Williams and then finding her place at eXp Realty in January of 2020. She has always had supporters and cheerleaders urging her onward. She credits her parents, Jim and Nancy Votruba, two of her biggest fans, for encouraging her to follow her dreams. Her mentor turned friend at eXp Realty, Robin Mann, has been quite the influence as well in her ascent into real estate. Megan loved how Robin always was there encouraging her and believing in her capabilities before she even knew them herself!

One of Megan's biggest struggles was during her second year in 2021. Her two new German Shepherds, which were a birthday gift, developed health issues that rocked her even keel world.

"I felt like I learned so much while working in hospitals, and I wanted to see what I was capable of if I tried something new."

She shared, "King and Stella were taken to the vet in May and my world literally felt like it stopped and fell apart in a day. They both had serious cardiac issues that needed to be addressed immediately. The months that followed were an emotional trainwreck. Countless sleepless nights staying up watching and counting their respirations and then diving right into ensuring my clients had the smoothest transactions and were happy and trying to build my business took a major toll. I cried a lot and I prayed even more. It's really hard to describe that chapter in my life but I pushed on. I was scared, but I never gave up on them or my business."

Today, Megan has two healthy puppies and a thriving real estate career. While the latter year was a tough struggle, she knew that giving up was NEVER an option.

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Megan loves that real estate allowed her to be home with King and Stella to monitor recovery. A giving soul, she loves having time to devote to animal charities and the Mecklenburg County Sheriff's office as well. Still close to her parents, two brothers, sister-in-law, niece, and nephew, Megan loves visiting and traveling with them as much as possible. Games like LRC are popular with the family as well as checking out new eating spots as Megan is a self-proclaimed "foodie."

Megan noted, "Having the choice to be your own boss and know that what you do directly affects your business and life and having to overcome obstacles has been a great gift in learning what I am truly capable of. My faith and persistence really paid off."

Passionate about helping her clients and communicating effectively with them on the real estate journey, Megan is reaping the personal rewards of seeing smiles and happiness on the faces of her clients at the closing table. She prides herself on taking the stress off of her clients as much as she can.

When asked about success, Megan is always pushing herself.

“Success is constantly being able to evolve to keep finding the best version of ourselves. It truly entails so many things. Building relationships and keeping them. Learning to grow and face obstacles and fears head-on. Being 100% genuine and confident in your abilities. I think the definition of success is ever-evolving.”



“Success is constantly being able to evolve to keep finding the best version of ourselves. It truly entails so many things. Building relationships and keeping them. Learning to grow and face obstacles and fears head-on. Being 100% genuine and confident in your abilities. I think the definition of success is ever-evolving. If you asked me in my 20s or 30s what I thought the definition of success was, it has hugely changed in my 40s.”

Her parting words to new agents are sincere and on point.

“Be consistent, and be 100% genuine. Ricky Carruth always says to value relationships over transactions every time, and those are words that I live by.”



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► partner spotlight

Written by **Heather Pluard.**
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PEOPLE HELPING PEOPLE

The self-described “Dowager Queen of Home Warranties,” Dawn Neary, recently celebrated her 21st year with Old Republic Home Protection and is proud to work for a U.S. company that puts people first. With more home warranty experience and expertise than any other Senior Account Executive in Charlotte, Dawn is a professional problem solver who loves helping people save money and have greater peace of mind in today’s fast-paced real estate market.

“It’s like the wild west out there,” Dawn says. “Sellers aren’t willing to do anything on their homes, and buyers are paying top dollar, often without an inspection. In 2021, 77% of homebuyers reported an issue or unexpected repair within their first year of homeownership. Writing a home warranty out of the contract is a mistake because it leaves a dangerous amount of liability, and unexpected problems can be financially devastating for buyers. For example, the average cost to repair an air conditioning unit is \$7,500. Our plans cover major home systems and appliances that break down due to normal wear, starting at just \$500 a year for homes under 5,000 square feet.”

In 2001, Dawn launched Old Republic Home Protection’s first office in Charlotte and helped put the company on the map. This year, they opened a corporate office in the Queen City, employing more than 300 local people and becoming the only home warranty company with a call and service center on the east coast. “Having employees and plan holders in the same area makes for incredible logistics,” Dawn says. “Our service is fast and efficient, and we’ve managed to keep a small company feel, even though we are the fourth largest warranty company in the country.”

With a motto of “People Helping People,” personal contact is a priority at Old Republic Home Protection. “The key is open and transparent communication,” Dawn says. “My clients and REALTOR® partners know if there is a problem, call Dawn. I pick up my phone even on Friday nights and the weekend, and I can’t tell you how many times I’ve heard, ‘Thanks for calling me back.’ In addition, I try my hardest to make sure home

...

...

warranties are a simple part of the real estate process and last beyond the transaction. As a result, most of our clients renew after their first year because they are happy with our service and know they can depend on us to do the right thing.”

During COVID, as everyone was staying home and using things more, calls to Old Republic Home Protection doubled. By having a dedicated service department exclusively to handle claims, the company did a fantastic job handling each one. “Our team took customer service to a whole new level as claims skyrocketed during the pandemic,” Dawn says. “Today, we are working through supply chain issues and making sure our clients stay informed throughout the entire service process. I love helping people. My clients and REALTOR® partners trust me to solve their problems, and there is a lot of gratification in saving them thousands of dollars along the way.”



Educating others is also important to Dawn. “The home warranty industry was created in the 1970s by REALTORS® tired of coming out of pocket to pay for repairs,” she says. “But today’s industry does more than prevent commissionectomies. Home warranties also provide significant value to buyers, and the more people who understand the levels and limits, the happier everyone will be. I like teaching agents, but I also know they are busy people, so I encourage them to have their clients call me directly. I’ll answer all of their questions, walk them through our plans, and make sure they are protected. Many buyers are thrilled to learn they can purchase home warranties even after closing!”

Dawn is a self-professed workaholic, but when she has downtime, she loves to garden. She is learning how to grow things organically in her community garden and says it’s her Zen spot. Her 7-year-old Maltipoo, Rocky, is the love of her life, and her two adult children, Alexandra and Nicholas, are her best accomplishments. “They are such creative kids,” Dawn smiles. “My daughter works for Atlantic Records in LA, and my son works in New York City’s film industry. They work crazy hours like their mom but have amazing perks. Now that I’m an empty nester and newly single, I’m excited about this next chapter and what it holds. Life is full of surprises!”

To learn more about how Dawn can help you be ready for the unexpected, call her cell at 704-363-8388, or visit <https://my.orhp.com/dawnneary>.

For more information, please visit
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JOEL

» agency profile

Written by Heather Pluard.
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HARGETT
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PROTECTING AND SERVING WHILE STAYING CALM, COOL, AND COLLECTED

Emotions can run high in real estate, but REALTOR® Joel Hargett is unflappable. As a former police officer, he's used to facing life or death situations. He knows staying calm, cool, and collected is the best way to win, and his track record proves it! Licensed less than three years, Joel sold \$4 million in 2021 and recently launched the Hargett Group.

"The more people around you with similar values and goals, the faster you can go and grow," Joel says. "Everyone needs help in real estate because we all have different strengths and skillsets. Teamwork is about sharing the burden while being part of a tribe where everyone is successful."

Joel has spent his entire adult life as a team player. After graduating from UNC-Greensboro with a Bachelor of Communication Studies, he spent two years as a fitness coach. One of his clients was an officer in Charlotte who became a good friend. Curious about his line of work, Joel asked to do a ride-along and was instantly hooked on the idea of protecting and serving the community.

"A friend of mine had passed away under tragic circumstances, and I wanted to do something to help," Joel says. "As an officer, I was able to save lives in many different ways, such as stopping a girl from being trafficked, finding a missing elderly person, and preventing someone who overdosed from dying. It was rewarding to know I was making a difference, and the danger never bothered me."

However, all the time he spent away from his family bothered both Joel and his wife of 10 years, Whitney. "The police force was always understaffed, so officers were constantly being called up to fill in, which didn't leave much time for me to be a family man to Whitney and our three boys, Jax (11), Julian (8), and



Joel Dexter (6)," Joel says. "I started praying to find a way to spend more time with them while still being able to put food on the table."

Real estate was the answer. Committed to making a change, Joel found time in his busy schedule to take classes. Then, in December of 2019, he obtained his license, initially thinking he would only work part-time to supplement his off-duty income. A few months later, Joel helped a friend from the academy to buy a house. As soon as he saw his first commission check, he left the police force to pursue real estate full-time with Keller Williams.

"It just made sense," Joel says. "I had stepped out in faith and prayed for it to work out, and it did. Faith and family come first to me. If I take care of those, I am at peace and can be a problem solver. We don't have a specific product in real estate, all we are doing is brokering deals, and every deal has some type of problem. When you are less stressed, it's easier to find solutions."

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Six months after starting his new career, Joel decided to build a team. His former broker suggested he join one instead. Knowing that he was ready to lead and refusing to accept any self-limiting beliefs, Joel turned to his mentor, EXP REALTOR® Kristin Vining, for advice.

“I talked to Kristin about my goals, and she told me she could help me accomplish them,” Joel says. “So I switched to EXP in June 2020. Kristin did all she promised and more, introducing me to people, providing resources, and helping me grow. I love EXP because everyone here genuinely wants to help you out and see you thrive. Agents will take the time to call you and share trade secrets. There is an incredible sense of camaraderie at EXP that aligns perfectly with my mindset and values.”

Now Joel is paying it forward. “I love helping agents who are willing to do the work because I know how much real estate has changed my life, and I want to share that with others,” he says. “It’s another way



to give and serve. That’s why I was excited to launch the Hargett Group. We’re a dynamic team of three, including Whitney, and we plan to add one agent a month. We want to ‘wow’ our clients, add value at every opportunity, and deliver excellent outcomes. Our clients expect and respect outstanding results, and that’s how we’ve built our referral business. The police academy taught me failure is not an option. If someone needed to be arrested or saved, it just had to be done. Today, my duty is to protect and serve my clients, and I don’t freak out when things get complicated. Staying calm helps me get things done even in the most difficult circumstances.”

To relax and unwind, Joel works out four or five times a week, listens to daily sermons, and spends quality time with his family. They love going to the beach, visiting the White Water Center, and riding roller coasters at Carowinds Amusement Park.

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Listen Before Taking Action

Roshan

» standout agent
Written by Heather Pluard

OF
EXP
REALTY

Bhula



A whiz at analyzing systems and solving problems, former mechanical engineer Roshan Bhula is now one of Charlotte's fastest Rising Star REALTORS®. Since shifting gears in 2020, he's sold nearly \$5 million in real estate despite being a part-time agent his first year. Roshan has also earned a reputation for being a trustworthy and dependable agent who gets great results!

"I love clean and honest dealings where all parties are happy," Roshan says. "Since I had the opportunity to purchase my home and rental properties before obtaining my license, I knew I could share my insights and give my clients an elevated and memorable experience."

A UNC-Charlotte graduate, Roshan started his real estate career as a provisional agent at a small local brokerage while working full-time for Snap One in product management. "I reached a point where I had to decide if I see myself working in real estate full time," he says. "It was a tough decision since I loved what I was doing at Snap One. However, I understood in order to scale my business I needed to focus more time and energy into it."

With 14 properties closed or under contract in his first year in the industry, Roshan started thinking about making that change. But, first, he asked himself a list of questions. Is working in real estate fun and rewarding? Is client feedback positive? Are the processes

scalable? And, most importantly, is the quality of life enjoyable? The answer to all of his questions was a resounding yes.

"I decided to transition to EXP Realty as a full-time REALTOR® after countless discussions with my wife, Bhavina," Roshan says. "She is a Pediatric Trauma Nurse at Levine Children's Hospital and my superhero. Bhavina has always provided me with her endless support and candid advice. She was super excited for me to get started in real estate because she knew how much I would enjoy it."

Today, Roshan is passionate about continuing to deliver beneficial results to each of his clients and ensuring their experience is not compromised. "Listening before taking action is the most important thing to me in my business," Roshan says. "Time is always of the essence, and agents are problem solvers. Therefore, it's worthwhile to listen closely and understand what clients are looking for, what sellers are looking for, and what other agents are advising you to do. I have found many mentors locally and via social media connections."

Roshan's top advice is to find a purpose in your work and design the lifestyle you want. "For an up-and-coming agent, I would recommend they find out who they want to serve, how they can provide value, and why someone should work with them," he says. "Also, let people know what you're doing, and don't be afraid to spend on marketing. And make friends with agents!"

The most significant difference between Roshan's new and former career paths is his ability to own his time further. "I fit my goals into the following categories:

...

...

fun, financial, family – not necessarily in that order because each hold equal value in their respective ways. Success is reaching a point where your lifestyle consists of meaningful work, experiences, and people that make you truly happy.”

Close friends, amazing clients, and Roshan’s family make him happy. “My family tries to spend time together as much as we can. We tend to be busy-bodies and love to travel. My wife and I are outdoors people, so we take advantage of any opportunity to hike or be by the water.”

Roshan is an active real estate investor in Charlotte who loves to analyze deals, crunch numbers, and work with other investors. Outside of real estate, he is a huge car enthusiast who enjoys going to local car shows. He also loves soccer and is part of an awesome co-ed team that has a good time playing together. It’s one of his favorite ways to break up a busy real estate week. In addition to being a former engineer, Roshan also used to be an amateur breakdancer. And he can still break it down here and there in the right setting!



“

Time is always of the essence,

and agents are problem solvers. Therefore, it’s worthwhile to listen closely and understand what clients are looking for, what sellers are looking for, and what other agents are advising you to do.”

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TOP 200 STANDINGS

Information Pulled From MLS Listings From June 13, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
1	Jerry Smith	NVR Homes, Inc./Ryan Homes	412	160,319,437	389,125	1.01
2	Jimmy McClurg	Meritage Homes of the Carolina	292	120,517,270	412,730	0.76
3	Bradley Flowers	Opendoor Brokerage LLC	253.5	99,165,949	391,187	0.63
4	Joy Thomas	Enjoy Charlotte Living LLC	187	70,371,539	376,318	0.44
5	Steve Casselman	Austin Banks Real Estate	183.5	62,504,200	340,622	0.39
6	Michael Conley	Eastwood Homes	129	56,639,313	439,064	0.36
7	Margaret Craker	Mark Spain Real Estate	133	48,960,223	368,122	0.31
8	Matt Stone	The Matt Stone Team	101	46,138,095	456,813	0.29
9	Thomas Shoupe	Opendoor Brokerage LLC	117	41,451,000	354,282	0.26
10	Barbara Harris	Mark Spain Real Estate	118	40,801,175	345,773	0.26
11	Stacey Sauls	Keller Williams Connected	60	38,625,042	643,751	0.24
12	Phil Puma	Puma & Associates Realty, Inc.	75.5	37,047,883	490,700	0.23
13	Bill Esterline	BEI Realty Group LLC	104	35,747,300	343,724	0.23
14	Adam Martin	TLS Realty LLC	91	34,787,802	382,284	0.22
15	Kris Boschele	Ideal Realty Inc	80	32,360,126	404,502	0.2
16	Cherie Burris	RE/MAX Executive	128	31,780,089	248,282	0.2
17	Trent Corbin	Keller Williams South Park	72.5	29,568,415	407,840	0.19
18	Roger V. Berrey	RE/MAX Executive	22	27,236,789	1,238,036	0.17
19	Gina Lorenzo	COMPASS Ballantyne	29	26,685,347	920,184	0.17
20	Alison Alston	EXP Realty LLC Ballantyne	77	26,403,600	342,904	0.17
21	Kranthi Aella	Red Bricks Realty LLC	53	25,808,305	486,949	0.16
22	Heather Gibbs	Corcoran HM Properties	23	25,301,585	1,100,069	0.16
23	Cathy Wiesneth	Toll Brothers Real Estate Inc	43	25,294,991	588,256	0.16
24	Jenny Miller	David Weekley Homes	51.5	25,090,956	487,203	0.16
25	Ned Williams	Mark Spain Real Estate	62	24,167,350	389,796	0.15
26	Koji Krzywosz	Mark Spain Real Estate	64	23,058,684	360,292	0.15
27	Chelsea Pegram	Southern Charm Realty &	19	22,485,000	1,183,421	0.14
28	Greg Martin	MartinGroup Properties Inc	44.5	22,197,282	498,815	0.14
29	Nancy Braun	Showcase Realty LLC	78.5	21,809,558	277,829	0.14
30	Susan Ayers	Clickit Realty	51	21,512,600	421,816	0.14
31	Nicole George	Keller Williams Ballantyne Area	45.5	21,372,263	469,720	0.13
32	Balaji Tatineni	JVC Realty, LLC	45	21,323,915	473,865	0.13
33	Drew Choate	Keller Williams Connected	29.5	20,843,689	706,566	0.13

Rank	Agent Name	Office	Count	Volume	Average	Market Share
34	Matt Sarver	Keller Williams Lake Norman	34.5	20,770,850	602,054	0.13
35	Tony Karak	Better Homes and Gardens Real	32	20,313,434	634,795	0.13
36	Debbie Micale	Hopper Communities INC	39	20,228,633	518,683	0.13
37	Paul Sagadin	Charlotte Living Realty	25	20,163,900	806,556	0.13
38	Don Gomez	C-A-RE Realty	52	19,962,854	383,901	0.13
39	Bobby Sisk	Nestlewood Realty, LLC	39	19,881,676	509,787	0.13
40	Valerie Mitchener	Corcoran HM Properties	9	19,805,000	2,200,556	0.12
41	Victoria Mitchener	Dickens Mitchener & Associates	8.5	19,799,375	2,329,338	0.12
42	Jack Marinelli	Helen Adams Realty	31.5	19,351,990	614,349	0.12
43	Min Li	ProStead Realty	37.5	19,039,243	507,713	0.12
44	Dorothy Stark	Dickens Mitchener & Associates	10.5	18,935,375	1,803,369	0.12
45	Bala Sure	RE/MAX Executive	38	18,569,117	488,661	0.12
46	Christy Bradshaw	Call It Closed International I	41.5	18,236,406	439,431	0.11
47	Brent "Andy" Bovender	COMPASS Southpark	28	18,228,840	651,030	0.11
48	Ann-Dorthe Havmoeller	Allen Tate Steele Creek	23.5	18,170,435	773,210	0.11
49	Kyle Bender	EXP Realty LLC Ballantyne	34	18,136,165	533,417	0.11
50	Ron Breese	RE/MAX Executive	40.5	17,889,675	441,720	0.11

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TOP 200 STANDINGS

Information Pulled From MLS Listings From June 13, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
51	Gopal Kasarla	Prime Real Estate Advisors LLC	41	17,885,888	436,241	0.11
52	Heather Mackey	Mackey Realty LLC	13	17,222,755	1,324,827	0.11
53	Jessica Smith	Keller Williams South Park	41	17,221,561	420,038	0.11
54	Callie Kelly	Cottingham Chalk	7	16,867,000	2,409,571	0.11
55	Lori Jackson	Ivester Jackson Properties	7.5	16,850,000	2,246,667	0.11
56	David Hoffman	David Hoffman Realty	15	16,548,136	1,103,209	0.1
57	Aubrey Grier	Dickens Mitchener & Associates	8.5	16,487,500	1,939,706	0.1
58	Lisa Varon-Soto	Keller Williams Connected	15	16,451,835	1,096,789	0.1
59	Chuck Calvello	Stephen Cooley Real Estate	22	16,376,750	744,398	0.1
60	Mike McLendon	McLendon Real Estate Partners,	28	16,342,280	583,653	0.1
61	Andy Griesinger	EXP Realty LLC Ballantyne	35.5	16,236,085	457,355	0.1
62	Michael Morgan	RE/MAX Executive	15.5	15,658,000	1,010,194	0.1
63	Brian Belcher	RE/MAX Executive	33	15,602,783	472,812	0.1
64	Michele Scott	EHC Brokerage LP	25	15,342,953	613,718	0.1
65	Scott Pridemore	COMPASS Southpark	13.5	15,282,215	1,132,016	0.1
66	Ashley McMillan	Dickens Mitchener & Associates	15	15,198,500	1,013,233	0.1
67	Brannon Whitesell	Zillow Homes Inc	36	15,138,100	420,503	0.1
68	Kenneth Panora	Zillow Homes Inc	37	15,125,500	408,797	0.1
69	Cam Barnett	Pulte Home Corporation	21	14,967,861	712,755	0.09
70	Brooke Arey	Pulte Home Corporation	26	14,823,751	570,144	0.09
71	Mary Helen Tomlinson Davis	Helen Adams Realty	18	14,814,000	823,000	0.09
72	Heather Cook	Real Broker LLC	27	14,584,373	540,162	0.09
73	Becca Waybright	Simonini Realty Inc	10	14,568,142	1,456,814	0.09
74	Meg Kerlin	Zillow Homes Inc	34.5	14,335,830	415,531	0.09
75	Bill Wagenseller	EXP REALTY LLC	9	14,181,772	1,575,752	0.09
76	Peggy Peterson	Corcoran HM Properties	15.5	14,172,150	914,332	0.09
77	Lisa McCrossan	Ivester Jackson Distinctive	5	14,137,000	2,827,400	0.09
78	Joan Goode	Dickens Mitchener & Associates	16	14,095,980	880,999	0.09
79	Chelsea Weisensel	Keller Williams Ballantyne Area	23.5	13,972,096	594,557	0.09
80	Lori Scherrman	First Priority Realty Inc.	16	13,949,075	871,817	0.09
81	Catherine Weide	Zillow Homes Inc	34	13,739,733	404,110	0.09
82	Mary Keller	Zillow Homes Inc	31	13,726,500	442,790	0.09
83	Ryan Palmer	Realty One Group Revolution	28.5	13,612,121	477,618	0.09

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
84	Mark Linch	Longvale Investments INC	56.5	13,583,850	240,422	0.09
85	Monte Grandon	Wilkinson ERA Real Estate	18	13,531,603	751,756	0.09
86	Amy Baker	Allen Tate University	29	13,511,661	465,919	0.09
87	Stan Perry	Helen Adams Realty	11	13,384,500	1,216,773	0.08
88	Meghan Lluberas	Dickens Mitchener & Associates	13	13,366,268	1,028,174	0.08
89	Liza Caminiti	Ivester Jackson Distinctive	10.5	13,287,750	1,265,500	0.08
90	Stephen Scott	Realty Dynamics Inc.	35	13,278,479	379,385	0.08
91	Kevin Walsh	Lennar Sales Corp	25	13,158,948	526,358	0.08
92	Perry Butler	Better Homes and Gardens Real	41	13,146,850	320,655	0.08
93	Jay White	Keller Williams Ballantyne Area	27	13,115,542	485,761	0.08
94	Jocelyn Rose	Corcoran HM Properties	5	13,078,256	2,615,651	0.08
95	Libby Gonyea	Helen Adams Realty	16	13,028,000	814,250	0.08
96	Kate Terrigno	Corcoran HM Properties	20	13,009,700	650,485	0.08
97	Andrew Sharpe	SE Premier Properties LLC	18.5	12,970,000	701,081	0.08
98	Susan May	Corcoran HM Properties	10	12,960,000	1,296,000	0.08
99	Maren Brisson	Corcoran HM Properties	14.5	12,927,900	891,579	0.08
100	Lauren Dayton	Helen Adams Realty	17	12,897,100	758,653	0.08

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
101	Laurens Adams Threlkeld	Helen Adams Realty	14	12,830,000	916,429	0.08
102	Matt Claxton	My Townhome LLC	22	12,591,033	572,320	0.08
103	Chris Rogalski	Ideal Realty Inc	28	12,510,200	446,793	0.08
104	David Upchurch	David Upchurch Real Estate	21	12,401,450	590,545	0.08
105	Chris Burlos	RE/MAX Executive	5	12,395,000	2,479,000	0.08
106	Debbie Monroe	Lake Norman Realty Inc	15.5	12,318,360	794,733	0.08
107	Elizabeth Davis	Keller Williams Unified	17	12,218,550	718,738	0.08
108	Enrique Alzate	NorthGroup Real Estate, Inc.	34	12,166,143	357,828	0.08
109	Wendy Dickinson	Coldwell Banker Realty	23	12,059,016	524,305	0.08
110	Chris Klebba	RE/MAX Executive	24	11,935,401	497,308	0.08
111	Meghan Wilkinson	Corcoran HM Properties	9	11,897,725	1,321,969	0.08
112	Samuel Nueman	Nueman Real Estate Inc	44	11,810,800	268,427	0.07
113	Lilliah Moseley	Redfin Corporation	22.5	11,774,500	523,311	0.07
114	Meghan Reynolds	COMPASS Southpark	15	11,676,021	778,401	0.07
115	Amy Gamble	Helen Adams Realty	19	11,634,928	612,365	0.07
116	Ben Bowen	Premier Sotheby's International	9	11,560,000	1,284,444	0.07
117	Jessica Martin	TSG Residential	14	11,505,106	821,793	0.07
118	Shelly Rydell	Dickens Mitchener & Associates	10	11,491,000	1,149,100	0.07
119	Jill Moyer	Redfin Corporation	22	11,489,019	522,228	0.07
120	Sally Awad	Weichert Realtors Sally Awad	15	11,452,600	763,507	0.07
121	Brandon Lawn	Brandon Lawn Real Estate LLC	9.5	11,446,500	1,204,895	0.07
122	Mary McCloskey	Allen Tate Ballantyne	20	11,408,937	570,447	0.07
123	Liz Young	RE/MAX Executive	16	11,333,355	708,335	0.07
124	Anne Bell	Cottingham Chalk	8.5	11,325,778	1,332,444	0.07
125	Lind Goodman	BSI Builder Services	19	11,224,587	590,768	0.07
126	Manjesh Gorajala	NorthGroup Real Estate, Inc.	21	11,185,268	532,632	0.07
127	Mike Morrell	Keller Williams Connected	21.5	11,177,426	519,880	0.07
128	Pamela Williams	Beverly-Hanks - Waynesville	32.5	11,126,500	342,354	0.07
129	Scott Wurtzbacher	The W Realty Group Inc.	14	11,125,665	794,690	0.07
130	Suzanne Roth	Fielding Homes LLC	22	11,121,252	505,511	0.07
131	Amy Peterson	Allen Tate SouthPark	11.5	11,038,450	959,865	0.07
132	Sudhakar Meenige	Sudhakar Homes	23	10,921,142	474,832	0.07
133	Greg Stallard	SM North Carolina Brokerage LLC	24	10,755,326	448,139	0.07

TOP 200 STANDINGS

Information Pulled From MLS Listings From June 13, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
134	Caroline Grossman	Allen Tate Matthews/Mint Hill	19	10,726,934	564,575	0.07
135	Jeremy Ordan	Allen Tate Providence @485	20.5	10,722,284	523,038	0.07
136	Ken Riel	COMPASS Southpark	13	10,681,500	821,654	0.07
137	Michelle Hovey	The Alexander Realty Group	14	10,637,100	759,793	0.07
138	Lucy Butler	Cottingham Chalk	6	10,620,000	1,770,000	0.07
139	Steven Morgan	Better Homes and Gardens Real	52	10,564,031	203,154	0.07
140	Bala Mekala	Eesha Realty LLC	21	10,559,715	502,844	0.07
141	Michelle Weeks	Helen Adams Realty	7	10,528,767	1,504,110	0.07
142	Danielle Self	Pulte Home Corporation	22.5	10,340,886	459,595	0.07
143	Melanie Wilson	Keller Williams Connected	20.5	10,269,837	500,968	0.06
144	Michael Wright	James Custom Homes Inc	11	10,249,330	931,757	0.06
145	Noah Goldberg	Redfin Corporation	19.5	10,106,900	518,303	0.06
146	Angela Purvis	RE/MAX Executive	33	10,047,350	304,465	0.06
147	Tiffany White	Corcoran HM Properties	18	10,031,811	557,323	0.06
148	Deborah Russo	Dickens Mitchener & Associates	6.5	10,026,062	1,542,471	0.06
149	Brett Carraway	Northstar Real Estate, LLC	21	10,012,059	476,765	0.06
150	David Wood	Pilot Realty & Development	40	10,005,698	250,142	0.06

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
151	Patty Hendrix	Corcoran HM Properties	6	9,962,824	1,660,471	0.06
152	Ginny Barker	Keller Williams Unified	20	9,954,090	497,705	0.06
153	Corina Elliott	DR Horton Inc	19	9,938,916	523,101	0.06
154	Ghada Aljakhbeer	DR Horton Inc	19	9,938,916	523,101	0.06
155	Jackie Smith	RE/MAX Executive	13	9,922,905	763,300	0.06
156	Brandon Ruby	Helen Adams Realty	14	9,891,000	706,500	0.06
157	Douglas Christen	Nestlewood Realty, LLC	23.5	9,888,235	420,776	0.06
158	Ann Wood Holladay	Wood-Williams Realty LLC	5.5	9,870,000	1,794,545	0.06
159	Sharon Rountree	Dickens Mitchener & Associates	6.5	9,808,891	1,509,060	0.06
160	Paul Sum	Coldwell Banker Realty	28	9,689,375	346,049	0.06
161	Tracy Olson	CCNC Realty Group LLC	24.5	9,662,082	394,371	0.06
162	Jon DiCiasare	CCNC Realty Group LLC	24.5	9,662,082	394,371	0.06
163	Wes Collins	COMPASS Southpark	21	9,661,760	460,084	0.06
164	Philip Ostwalt	Ronald Scott Properties Inc	30	9,655,250	321,842	0.06
165	Anne Spencer	Corcoran HM Properties	12.5	9,650,300	772,024	0.06
166	Tim Melton	Sycamore Properties Inc	28.5	9,637,414	338,155	0.06
167	Emma Walker	Better Homes and Gardens Real	14	9,598,009	685,572	0.06
168	Matthew Paul Brown	Reside Realty LLC	13	9,575,741	736,595	0.06
169	Kim Trouten	Allen Tate SouthPark	8.5	9,569,250	1,125,794	0.06
170	Elizabeth Phares	Allen Tate Center City	12	9,487,000	790,583	0.06
171	Thomas Elrod	Keller Williams Ballantyne Area	24.5	9,457,176	386,007	0.06
172	Mary Pell Lea Teden	Helen Adams Realty	11	9,425,500	856,864	0.06
173	Kelly Smith	Keller Williams Unified	7.5	9,393,226	1,252,430	0.06
174	Heather Montgomery	Cottingham Chalk	11	9,380,000	852,727	0.06
175	Lisa Warren	Cottingham Chalk	14	9,368,500	669,179	0.06
176	Stephanie Cline	Belle Properties	9	9,359,925	1,039,992	0.06
177	Denis Arnautovic	Coldwell Banker Realty	22	9,224,467	419,294	0.06
178	Linda McLendon	Lennar Sales Corp	17.5	9,210,111	526,292	0.06
179	Angela Kruger	Lennar Sales Corp	17.5	9,210,111	526,292	0.06
180	Rachael Dunnavant	Keller Williams South Park	14	9,163,623	654,545	0.06
181	Tyler Goldsmith	Carolina Sky Real Estate Group,	23.5	9,141,377	388,995	0.06
182	Suzette Gray	Coldwell Banker Realty	15	9,128,470	608,565	0.06
183	Ken Ledbetter	Lake Realty powered by Cancell	23.5	9,121,350	388,143	0.06

TOP 200 STANDINGS

Information Pulled From MLS Listings From June 13, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
184	Matthew Means	COMPASS Southpark	15	9,116,804	607,787	0.06
185	Tracy Wanner	Yancey Realty LLC	26.5	9,041,850	341,202	0.06
186	Jocephus Huneycutt	Cottingham Chalk	10	9,028,000	902,800	0.06
187	Tommy Williams	COMPASS Southpark	9	8,924,500	991,611	0.06
188	Anne Brade	RE/MAX Executive	18	8,911,000	495,056	0.06
189	James Webb	Allen Tate SouthPark	14	8,897,054	635,504	0.06
190	Joseph Davis	Century 21 Lawrie Lawrence	10	8,882,800	888,280	0.06
191	Amy Petrenko	Premier Sothebys International	8	8,879,688	1,109,961	0.06
192	Ben Lastra	COMPASS Southpark	17	8,874,200	522,012	0.06
193	Harrison Long	Pulte Home Corporation	12.5	8,850,883	708,071	0.06
194	Austin Snyder	Keller Williams South Park	15.5	8,833,770	569,921	0.06
195	Derek Borte	Pulte Home Corporation	13.5	8,826,168	653,790	0.06
196	Leigh Corso	Cottingham Chalk	10	8,798,604	879,860	0.06
197	Jessie Colburn	Kirkwood Realty LLC	23	8,761,200	380,922	0.06
198	Nicole Malara	NorthGroup Real Estate, Inc.	13	8,756,486	673,576	0.06
199	Sandy McComb	Accent Homes Carolinas, Inc	25	8,733,630	349,345	0.06
200	Apple Tran	Verge LLC	17	8,728,445	513,438	0.06

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