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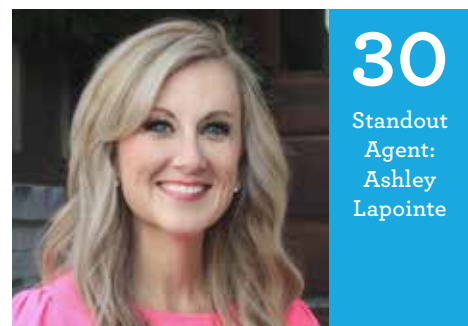
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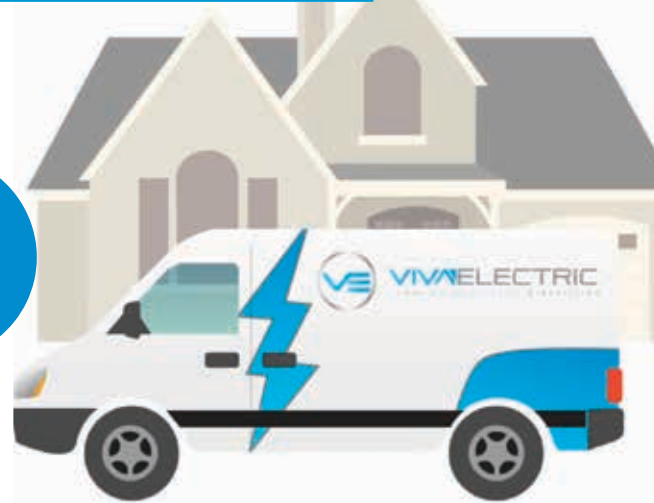


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# RYAN PALMER

REALTY ONE GROUP REVOLUTION

▶▶ top producer

Written by Heather Pluard

**F**rom *The Little Engine That Could* to a full-fledged freight train, REALTOR® Ryan Palmer is roaring to the top of Charlotte's real estate market. Licensed less than three years, this Top Producer sold \$17 million in 2021 and is on track to double that number in 2022. A hard worker his whole life, Ryan says a beloved children's book inspired him to think big and never give up.

"I think I can, I think I can, I know I can, I know can," smiles Ryan. "My dad used to read *The Little Engine That Could* to me every night, so from an early age, I've always thought if anyone can do something, so can I. That book had a huge impact on me."

A Boston native, Ryan earned a Bachelor of Science in Computer Information Systems from Gardner-Webb University, where he was an NCAA Division One swimmer. After graduating in three years, he became a consultant for global banks and managed multi-million-dollar projects. But even though he was making six figures by the time he was 24, Ryan started to resent his job.

"It didn't make sense to work 60 hours a week for someone else and have a capped salary when I could do the same for myself and make a whole lot more," Ryan says. "After yet another day working from 7 a.m. to 9 p.m. and

ordering food into the office for dinner, I thought, 'This is for the bees.' I knew I needed to change industries."

Ryan's mom used to be a real estate agent, and she suggested he get his license. After taking and failing the state exam three times, he finally passed in November 2019 and joined Realty ONE Group Select as a part-time agent. Ryan had his first closing four months later. Then, in June 2020, with four more homes under contract, he officially left the banking industry to focus on real estate full-time.

"We were in the middle of the pandemic and couldn't even show houses in person, but I felt pulled to make the change," Ryan says. "Despite the risk and uncertainty, I trusted God to lead the way, confident I would figure things out."

That philosophy has served Ryan well throughout his life. While still a consultant, he bought his first investment property and rehabbed it himself, learning as he went along. He sold it a year later and purchased a new one, this time adding a garage and putting in a pool. Ryan recently sold that property and moved into his dream house in Dilworth. The knowledge he learned through his experiences makes him that much better at serving clients.

...



“THE KEY IS TO POST CONSISTENTLY AND BE AUTHENTIC. I INVITE PEOPLE INTO MY LIFE, SHOWING THEM BOTH MY GOOD DAYS AND BAD DAYS. YOU DON’T NEED TO PUT ON A FAÇADE. WE ARE ALL JUST PEOPLE, SO BE THE REAL YOU.”

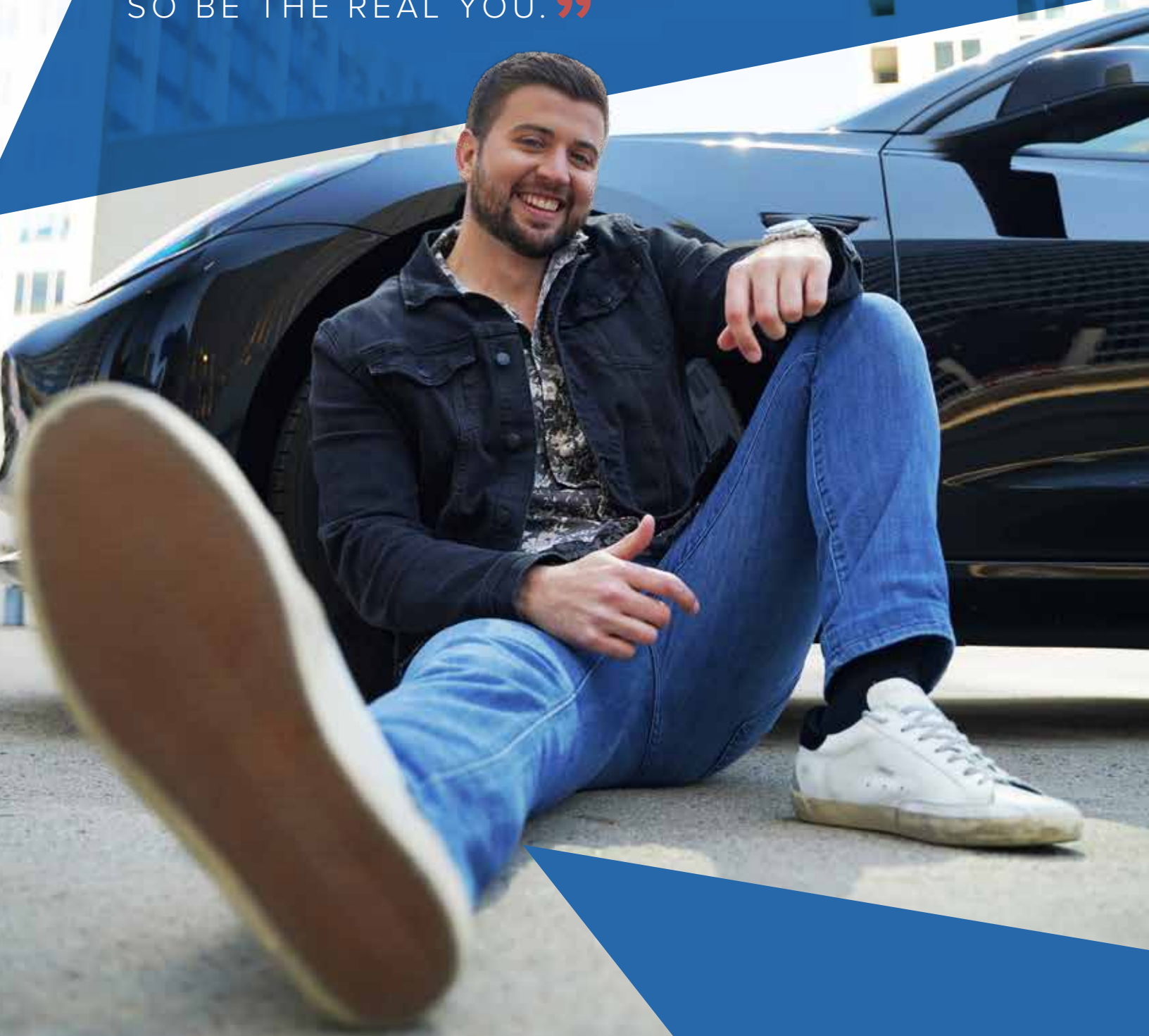


Photo by  
Kelly Klemmensen

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...

“Since renovating homes, I can walk into an inspection and tell you how it will go,” Ryan says. “I’ve also been fortunate to have one of the best mentors in the industry, Cristina Grossu. She made herself available 24/7 for all my questions when I joined Realty ONE Group Select. I admire her work ethic and learned so much from her. To be successful in real estate, you need someone like Cristina to help you get started. So my best advice is to find a REALTOR® who is killing it and learn to lead by following.”

It also helps to have an amazing Instagram presence, which Ryan built organically. “I quadrupled my following by rebranding and reintroducing myself @realtyryan,” he explains. “The key is to post consistently and be authentic. I invite people into my life, showing them both my good days and bad days. You don’t need to put on a façade. We are all just people, so be the real you.”

While Ryan doesn’t consider himself an influencer, people often come up to him with questions, and he’s always happy to help. “Success is taking what God has provided me and giving back,” he says. “I got into real estate to impact lives and love on others. If you put people first, the money comes. So I focus on adding value, being responsive, and making clients happy.”

...





Photo by  
Kelly Klemmensen

Happy clients have helped Ryan earn a five-star rating on Zillow, where they rave about his expertise and work ethic. Self-described as “single as a pringle,” Ryan loves spending time with friends and boating on Lake Norman. His fur baby, a 7-year-old Goldendoodle

named Gracie, likes to come along. “She’s been through it all with me,” Ryan smiles. “All the moves and all the risks. I’ve made a lot of personal sacrifices to get here, and it hasn’t been easy, but if I can do it, anyone can.”



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# ROMAN VORONIN

OF VORONIN  
GROUP REALTY

► rising star

Written by Allison Parker.  
Photos by Kelly Klemmensen Photography.

## A REAL ESTATE SHARK WITH A CHARITABLE HEART

KEEN ENTREPRENEUR.  
CREATIVE BUSINESSMAN.  
INTELLIGENT INVESTOR.

No dust settles under the feet of Roman Voronin. Whether you are looking to develop a property plan, buy and sell as a “flip” or buy and hold, Roman knows the cards to play to get the deal done with a profit for his clients!

With only a few years under his belt in the real estate arena, at age 25, Roman walks the walk of a seasoned professional. His astonishing career volume closing in at 40 million makes one stop and take notice. WHO is this talented young man?!

What’s the secret to Roman’s success? HARD WORK and TENACITY and NOT forgetting to give GLORY back to GOD.

Roman Voronin prides himself on being able to source out the resources needed to make any real estate transaction a lucrative reality. For clients in need of financing options, Voronin’s business acumen affords him many contacts in the mortgage and loan industry. If a standard loan doesn’t work, Roman has contacts for private/hard money lenders. His contacts care about the clients’ goals more than the client’s financial situation.

Where there’s a will, there’s a way.

Once clients have the necessary financing in place, Roman is able to guide them in the direction of making the property profitable. Does it need repairs or is it a remodel project? Is it a new build or a lot that needs clearing? Roman knows the construction contractors in the area who are able to offer the best options for quality work at a fair and equitable price. Roman is the man who can put all the cards in a row to make a great hand.

Roman’s one-stop approach to being the sole contact from start to finish for clients makes working with him reasonable and reassuring for his clients. He is the one who can answer the questions or fix any glitches along the way. At times, his investor clients only need to pop into Charlotte once to touch base on a fabulous project or property buy or sale.

Building his business from the ground up, Roman knows the value of superior customer service to his clients. Coming into the United States as a child, age 4, he and his family arrived in New York in 2001. After getting acclimated, the family of 13







BE FIRM BUT FAIR, AND  
STRIVE FOR PROGRESS  
OVER PERFECTION.  
**DON'T GET STUCK ON NOT  
TAKING THE NEXT STEP  
BECAUSE YOU ARE AFRAID!**

(Roman has seven brothers and five sisters) moved and settled in Charlotte, NC. He has known the struggle of coming to a new country with nothing and making a successful business through hard work and pure adrenaline.

Initially, Roman owned his own business, a trucking agency. Roman sold the successful company at age 20. The Superior School of Real Estate was along his walking path when out with his young son. Inquisitive to what the school was all about, Roman ventured in and learned all about the path to real estate licensing. He left the Superior School of Real Estate with books in hand two months before the class began and was well prepared on day one. Roman was licensed in real estate in 2019, the same year of the birth of his first child, Abel, and his second year of being newly married.

Roman recalls starting out was not easy. Roman's first deal came six months after he obtained his real estate license. The family had hunkered down with their finances to prepare for the uphill road.

"Joining an industry that I knew NOTHING about was definitely a challenge, starting from the simplest vocabulary words like 'mortgage.' I decided the only way I was going to take this seriously is if I burned my (other) ships. So, I quit my other business (trucking) and went full force into real estate. I forced myself into a **survival mode**, and we ended up doing **400%** more business in my second year."

Roman is also very passionate about remembering his roots in Ukraine. He is very active within his church community and places all the glory for his



success within GOD. That being said, Roman is drawn to help those around him- especially those fleeing the crisis in Ukraine. He is currently helping those in need of housing as refugees by placing them in touch with investors who have rental properties that would serve as emergency housing.

When not working with clients or the community, Roman is focused on spending quality time with his wife, Mariam, and their two children, Abel and Estella. While Mariam is licensed as a REALTOR® as well, she is focusing on building the family on the home front but is able to help out Roman's business as needed. The family loves to be outside playing with the kids on their four-wheelers, playing golf, and doing church activities.

Roman has accomplished A LOT — especially since is only 25 years old!

When asked what advice he would give other self-starters, he shares, "Find someone who knows what they are doing, and partner with them. It's worth giving up 100 percent of your commission for the first year if it is going to keep you straight for the next 30 years of your life."

Looking to the future and his driven work ethic, Roman defers to a quote from his oldest brother: "Be firm but fair, and strive for progress over perfection. Don't get stuck on not taking the next step because you are afraid!"



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# Sandy Dickinson

of CrossCountry Mortgage

►► partner spotlight

Photos by Kelly Klemmensen Photography.



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#### Sandy started in the Carolinas....

Sandy grew up in North Carolina and earned a business degree from UNC-Charlotte.. While an undergrad, she got her start in the finance industry by calling delinquent mortgage accounts for a local bank. After spending a few years in Florida, Sandy made her way back to the Charlotte area and re-entered the industry on the servicing side, working her way up to becoming a loan officer and branch manager. At one point, she had her own brokerage company that she successfully ran for many years. After the market crash in 2008, she met her amazing mentor, Rick Ruby, and agreed to manage and build his branch. They have worked together for the past eleven years, making CrossCountry Mortgage one of the most respected companies in the industry and the Carolinas. She is a multiple Five Star Mortgage Professional Award Winner and a National Top Loan Originator through Scottmans Guide.

#### Opportunity is Ahead....

The refinancing boom is over, but that's not slowing down business for CrossCountry

Mortgage. The company has long secured its position as a steadfast partner for REALTORS®, builders, and clients alike by staying focused on product-based loans. With a pull-through rate of 97.8% (*meaning the loan gets closed*) The team's financial expertise is unmatched, as is their commitment to successful outcomes and incredible service stays at the forefront.

#### Ups and Downs....

"Rates go up and down, people don't always need a place to work, but will always need to buy a place to live," says CrossCountry Mortgage Branch Manager Sandy Dickinson. "So we prioritize building great relationships while helping clients reach their goals for whatever craziness lies ahead."

#### Our Great Stuff, Choices Matter...

CrossCountry offers an array of home loan financing options, including agency and non-agency products. Conventional, FHA, VA, USDA, Jumbo, Construction, Lock and Shop, ARM Products, Light-Document, and Investor Products are all handled with ease by the CrossCountry team. Regardless of which option a client chooses, the company uses several techniques to give clients the "WOW" experience.

#### "What sets us apart is .....

Our mortgage expertise." Sandy says. "We understand self-employment and guidelines to where we continually approve loans that other lenders just can't do. We are also super communicators who call clients every week and let them know where they are in the process, then follow up with texts and emails. Our priority is to ensure clients get on the right program and have stress-free experiences. We also love working with builders and REALTORS® to grow their businesses. Rick is a national coach and frequently hosts seminars about simple techniques to generate leads and manage P&Ls. And we offer lunch & learns and happy hours every month. Our job is closing on time while taking the stress and anxiety out of the mortgage process and making it fun, while having fun together."

#### Our Super Power....

"We process, underwrite, and fund our own loans," Sandy says. "So we can close quickly. And we maintain a local appraisal panel with hand-picked

...

“What sets us apart is our mortgage expertise... We understand self-employment and guidelines to where we continually approve loans that other lenders refuse.”



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...

appraisers that provide timely and accurate values. Clients can lock their rates before finding a home, and those purchasing new construction can enjoy extended lock periods of up to a year. CrossCountry Mortgage has recently partnered with Ribbon to offer cash + backup offers to assist our clients in winning contracts.”

**People Around Us Make Us Great...**

Maintaining and growing relationships with industry partners and former clients is Sandy’s idea of success. She also loves helping CrossCountry loan officer’s flourish. “We help a lot of young professionals grow here,” Sandy smiles. “I love teaching them the business and a little bit about life. We stress the importance of building relationships, listening to clients, and ensuring everyone is thrilled at the end of the mortgage experience (it’s how life works both in and out of work). In addition, we cater our office culture to employees and celebrate their wins. Happy people work hard, especially when the team vision is the same for everyone.”

**Loans are Like Family.....**

“I love spending time with my family,” Sandy says. “And it’s gratifying to help other families build wealth through real estate and other financial strategies. Loans get people into debt, so we like to help them get out. Watching my clients, REALTORS®, builders, and co-workers succeed is joyful. For all of us at CrossCountry Mortgage, helping people grow and become financially free is what motivates us every day.

**Sandy after hours.....**

When it comes to down time after a busy day of loan approvals, she enjoys playing tennis, riding her bike, and walking and exploring what Charlotte has to offer. She also is a foodie and loves trying new restaurants especially with her family including four grandchildren.

To learn more, please visit <https://crosscountrymortgage.com/The-Dickinson-Team/Sandy-Dickinson/> or follow me at <https://www.facebook.com/thedickinsonteam/> to learn about upcoming events. We’d love to see you there!

“Our priority is to ensure clients get on the right program and have stress-free experiences. We also love working with builders and REALTORS® to grow their businesses.”



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# The Real Estate Fairy



**FAIRY BOYCE**  
OF SASSY CHICKS  
REAL ESTATE GROUP

» agency profile

Written by Heather Pluard.  
Photos by Kelly Klemmensen Photography.



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Ebullient and outgoing, Fairy Boyce lives up to her name, even though it wasn't always the easiest moniker. "Fairy was a tough name to have growing up," she says. "Everyone assumes my mom was a flower child, but she wasn't. Fairy is a family name. My mom has joked with me that because she named me Fairy is why I have been successful, and I have to give it to her because it has worked out pretty well".

Fairy has lived in North Carolina her entire life and has lived in Union County for over 40 years. She has an extensive background in radio broadcasting and even worked as a radio personality before finding her true calling in real estate. "I owned several rental properties at the time and fell in love with the industry," she says. "While I enjoyed working in radio, it wasn't nearly as rewarding as helping people achieve their dreams of owning a home. At Sassy Chicks Real Estate Group, we follow the Golden Rule and treat others the way we'd like to be treated, and I'm surrounded by wonderful agents who work hard and care about each other and our clients. We offer such a high level of service that most of our clients have become great friends. Our goal at Sassy Chicks is happy clients but also happy agents! That's why we offer things to our agents that other brokerages do not, like Christmas bonuses, low commission splits, and exciting group activities and team building events such as our agent annual shopping spree."

Fairytale endings aren't just the stuff of storybooks, especially in Union County, where The Real Estate Fairy prides herself on helping clients find their "happily ever after" in real estate. Fairy Boyce, owner and broker-in-charge of Sassy Chicks Real Estate Group in Monroe, focuses on client outcomes. Doing so has earned her boutique firm its status as the beloved hometown brokerage.

"Sassy Chicks Real Estate Group is a friendly group of agents who enjoy spreading happiness and helping people with their real estate needs," says Fairy Boyce. "We love Union County and our community, and we hope it shows. The Real Estate Fairy and The Fairy team are very active locally with contests and promotions. We do it because it's fun and our way of giving back to our community. We have so many people here in Union County and the surrounding area that support us, and we are so thankful for them all. One such promotion is the "Catch Me if You Can" game on Facebook, where people who spot Fairy's eye-catching SUV, The Fairy Mobile, can post pictures of it and tag #FairyBoyce for a chance to win a great prize. We love staying engaged with all of our followers!"

In one of her earliest real estate classes, the instructor asked Fairy why she wasn't using her name to market herself. So, from that day forward, she put her name to work. Now licensed for over three decades, Fairy is widely recognized as a top-dollar negotiator with outstanding industry insight and impeccable communication skills. However, she's also easygoing and likes to make real estate fun. Fairy loves making the real estate process easy and enjoyable for everyone, and she's built a brokerage full of like-minded agents.







I LOVE WHAT WE ARE DOING IN OUR COMMUNITY.  
WE DON'T JUST BELIEVE IN FAIRYTALE ENDINGS.  
WE MAKE THEM COME TRUE!



A lot of people want to live in Union County these days, and Sassy Chicks Real Estate Group is growing with the market. Fairy's youngest daughter, Kelly Boyce, is the newest member of The Fairy Team, joining her older sister, Katie Gay. "Success isn't just about money," Fairy says. "It's about finding happiness, spending time with the people you love, and being able to give back. That's why we donate a portion of each commission earned to non-profits. St. Jude Children's Hospital, the Shriners Hospital, and Hometown Heroes are just a few that we enjoy supporting."

Fairy is a true people person who strives to make others happy. "Opening Sassy Chicks Real Estate Group has been a dream come true," she says. "We have the most amazing agents at Sassy Chicks who are licensed in NC/SC. Our agents work in Union County and the surrounding counties in North and South Carolina. Shout out to all of our agents, Katie Gay, Kelly Boyce, Angie Oberer, Danielle McKnight, Karen Lockman, and Michelle Orr! I love what we are doing in our community. We don't just believe in fairytale endings. We make them come true!"



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# ASHLEY LAPOINTE

OF RE/MAX EXECUTIVE



▶▶ **standout agent**

Written by **Heather Pluard**

Where others might see risk, REALTOR® Ashley Lapointe sees opportunity. Raised by two small business owners and married to another, Ashley was excited to leave the healthcare industry in 2018 and launch her career in real estate. Combining her servant's heart with an entrepreneurial spirit, Ashley has excelled on a top RE/MAX Executive team for the last four years. Recently, she took the bold step of becoming a single agent.

"I've been with RE/MAX Executive my entire career and love it," Ashley says. "I started on the Charlotte's Agent team, and Logan Abrams was a fantastic mentor. But, after learning so much over the last few years, I decided it was time to branch out on my own and devote all my time and energy to my network."

Before she became a REALTOR®, Ashley and her husband, Marc, bought and renovated foreclosed properties, operating them as long-term rentals for 10 years while both working full-time. With her interest in real estate piqued, Ashley started to consider becoming an agent. In 2018, the couple began to invest in short-term rentals in the North Carolina mountains. The timing couldn't have been better.

"I had no idea that vacation rentals would be the next big thing!" Ashley smiles. "The coolest thing is because of my first-hand experience with vacation rentals, I've been able to help so many clients buy secondary homes in the Blue Ridge Mountains, where I'm also a member of the High Country MLS. And my personal experience as an investor and business owner certainly gave me a competitive edge in this industry. I spent so many years researching, investing, owning, and operating properties that I already had a good knowledge base when I started my real estate career with RE/MAX Executive."



Ashley brought a host of skills from her time in healthcare as well. She started in social work after college, helping individuals with special needs. Then she ran a successful home healthcare branch for a national company. She learned business operations, leadership, and fiscal management while connecting with people from all walks of life.

...



Photo by  
Carrie Fuller Photographer





Photo by Carrie Fuller Photographer

Photo by Kasey Loftin Creative

“I’LL NEVER BE BORED IN THIS BUSINESS, AND I CAN’T WAIT TO SEE THE WAYS I’LL HAVE TO ADAPT AND SHIFT MY PRACTICES TO THE CHANGING MARKET. NO DAY IS EVER THE SAME, AND THAT’S THE BEAUTY OF BEING IN REAL ESTATE.”

...

“I sat on a lot of couches helping people face some of life’s most challenging circumstances,” Ashley says. “I’ll never forget sitting with a young wife whose husband was injured at work and paralyzed from the neck down, or helping parents of medically fragile children navigate life with a full-time nurse. I learned empathy, compassion, and how to work under immense pressure.”

Watching her parents run their small businesses ingrained a strong work ethic in Ashley. “My mom owned a hair salon, and my dad owned a car dealership in our small town,” she says. “They took risks and worked hard for everything they have, and they always did the right thing. It was never about money for them. They were just happy to be providing a service to the community while being able to support their family. Because of how I grew up, I’ve always had that entrepreneurial mindset. I’m hard on myself, but I am also very self-motivated.”

While Ashley was content to work a 9-to-5 while her husband built Marc Lapointe Golf Academy, she always knew she would be a business owner. “When Marc got his business established, I jumped into real estate with both feet!” she says. “But it wasn’t easy. It takes hours upon hours of intentionality, relationship building, serving the community, and being available to people nonstop. Sometimes success can be overwhelming, and most

people won’t admit that. I just want to be a good steward of what’s been given to me and continue to use whatever platform I’m given to show honor to God and pay it forward in any way possible.”

With that in mind, Ashley says her most significant accomplishment as a REALTOR® was securing a forever home last year for a family in need. “They had been bounced around from hotels into apartments for over 10 years,” she says. “The nonprofit organization, Big Hearts, Big Family Charlotte, made it possible for them to have a home. I’m just super proud to be a small part of it. You can learn more by visiting [www.big-heartsbigfamily.com](http://www.big-heartsbigfamily.com).”

Ashley thrives on helping others, connecting with people, and collaborating with real estate professionals. “I’m thrilled to continue to work in this crazy industry that can change with a moment’s notice,” Ashley says. “I know there is a lot of fear around that, but for me, it’s exciting. I’ll never be bored in this business, and I can’t wait to see the ways I’ll have to adapt and shift my practices to the changing market. No day is ever the same, and that’s the beauty of being in real estate.”

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» event recap

# ALOHA

*from the tropical beaches of Hawaii!*

## CHARLOTTE REAL PRODUCERS' LUAU NIGHT



Charlotte's real estate community traveled to the beaches of Hawaii during our CRP Luau Night to celebrate the wins of the season! Guests arrived in their best tropical shirts, dresses, and skirts, ready to enjoy their evening under the sun! Greeted with floral leis provided by our sponsor Shannon Rodden with Wells Fargo Home Mortgage and the Aloha Island Hula Girls, the night began with each REALTOR® receiving a passport to travel and receive stamps by our CRP Tour Guides.

In attendance, we had our main sponsors of the evening, Fortified Title, Old Republic Home Protection, TruLoan Mortgage, Roosterfish Media, Shepard Law, and Renovation Sells. Our guests also had a chance to order from our custom drink menu with each drink being named after one of our Charlotte Real Producer's sponsors. We had a great time getting to meet and mingle with everyone.

During the evening, we saw our guests show off their dancing skills during our REALTOR® luau competition and the night ended with a live-fire performance presented by Fortified Title. We hope everyone enjoyed their evening as we brought the tropical vibes of Hawaii to Lake Norman.



Check out the full event video by scanning our QR code!



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# TOP 200 STANDINGS

Information Pulled From MLS Listings From May 9, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
1	Jerry Smith	NVR Homes, Inc./Ryan Homes	329	129,096,291	392,390	1.08
2	Jimmy McClurg	Meritage Homes of the Carolina	231	95,125,538	411,799	0.8
3	Bradley Flowers	Opendoor Brokerage LLC	180.5	70,083,099	388,272	0.59
4	Joy Thomas	Enjoy Charlotte Living LLC	146	53,587,139	367,035	0.45
5	Steve Casselman	Austin Banks Real Estate	139	46,001,800	330,948	0.38
6	Margaret Craker	Mark Spain Real Estate	113	41,520,223	367,436	0.35
7	Michael Conley	Eastwood Homes	81	35,459,133	437,767	0.3
8	Matt Stone	The Matt Stone Team	81.5	34,995,740	429,396	0.29
9	Barbara Harris	Mark Spain Real Estate	96	33,302,925	346,905	0.28
10	Thomas Shoupe	Opendoor Brokerage LLC	86	31,720,500	368,843	0.27
11	Stacey Sauls	Keller Williams Connected	44.5	29,295,673	658,330	0.24
12	Adam Martin	TLS Realty LLC	75	28,651,931	382,026	0.24
13	Bill Esterline	BEI Realty Group LLC	76	25,239,800	332,103	0.21
14	Phil Puma	Puma & Associates Realty, Inc.	49.5	24,585,683	496,680	0.21
15	Trent Corbin	Keller Williams South Park	58.5	24,281,815	415,074	0.2
16	Cherie Burris	RE/MAX Executive	96	22,066,977	229,864	0.18
17	Roger V. Berrey	RE/MAX Executive	18	21,441,254	1,191,181	0.18
18	Kris Boschele	Ideal Realty Inc	57	21,417,526	375,746	0.18
19	Alison Alston	EXP Realty LLC	62.5	21,368,400	341,894	0.18
20	Koji Krzywosz	Mark Spain Real Estate	58	21,315,684	367,512	0.18
21	Jenny Miller	David Weekley Homes	41.5	19,522,419	470,420	0.16
22	Cathy Wiesneth	Toll Brothers Real Estate Inc	32	18,807,895	587,747	0.16
23	Victoria Mitchener	Dickens Mitchener & Associates	8	18,702,500	2,337,813	0.16
24	Balaji Tatineni	JVC Realty, LLC	39	18,537,200	475,313	0.16
25	Greg Martin	MartinGroup Properties Inc	36.5	18,331,782	502,241	0.15
26	Nicole George	Keller Williams Ballantyne Area	38.5	17,918,263	465,409	0.15
27	Debbie Micale	Hopper Communities INC	34	17,657,033	519,325	0.15
28	Heather Gibbs	Corcoran HM Properties	16	16,939,685	1,058,730	0.14
29	Susan Ayers	Clickit Realty	40	16,741,700	418,543	0.14
30	Kranthi Aella	Red Bricks Realty LLC	39	16,651,479	426,961	0.14
31	Lori Jackson	Ivester Jackson Properties	7	16,025,000	2,289,286	0.13
32	Ned Williams	Mark Spain Real Estate	41	15,827,100	386,027	0.13
33	Ron Breese	RE/MAX Executive	35.5	15,649,675	440,836	0.13

Rank	Agent Name	Office	Count	Volume	Average	Market Share
34	Aubrey Grier	Dickens Mitchener & Associates	7.5	15,462,500	2,061,667	0.13
35	Bala Sure	RE/MAX Executive	32	15,378,045	480,564	0.13
36	David Hoffman	David Hoffman Realty	12	15,322,511	1,276,876	0.13
37	Nancy Braun	Showcase Realty LLC	61.5	15,248,558	247,944	0.13
38	Brannon Whitesell	Zillow Homes Inc	36	15,138,100	420,503	0.13
39	Kenneth Panora	Zillow Homes Inc	37	15,125,500	408,797	0.13
40	Valerie Mitchener	Corcoran HM Properties	7	15,105,000	2,157,857	0.13
41	Chuck Calvello	Ivester Jackson Distinctive	19	15,019,750	790,513	0.13
42	Matt Sarver	Keller Williams Lake Norman	25.5	15,017,768	588,932	0.13
43	Min Li	ProStead Realty	28.5	14,692,991	515,544	0.12
44	Meg Kerlin	Zillow Homes Inc	34.5	14,335,830	415,531	0.12
45	Jessica Smith	Keller Williams South Park	33.5	14,130,461	421,805	0.12
46	Dorothy Stark	Dickens Mitchener & Associates	6.5	13,995,000	2,153,077	0.12
47	Jack Marinelli	Helen Adams Realty	21.5	13,990,990	650,744	0.12
48	Christy Bradshaw	Call It Closed International I	32	13,831,956	432,249	0.12
49	Catherine Weide	Zillow Homes Inc	34	13,739,733	404,110	0.11
50	Mary Keller	Zillow Homes Inc	31	13,726,500	442,790	0.11

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




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TOP 200 STANDINGS						
Information Pulled From MLS Listings From May 9, 2022						
Rank	Agent Name	Office	Count	Volume	Average	Market Share
51	Cam Barnett	Pulte Home Corporation	19	13,638,732	717,828	0.11
52	Bill Wagenseller	EXP REALTY LLC	8	13,632,772	1,704,097	0.11
53	Andy Griesinger	EXP Realty LLC	29	13,528,800	466,510	0.11
54	Paul Sagadin	Charlotte Living Realty	14	13,518,900	965,636	0.11
55	Don Gomez	C-A-RE Realty	39	13,469,204	345,364	0.11
56	Michael Morgan	RE/MAX Executive	11	13,419,250	1,219,932	0.11
57	Ann-Dorthe Havmoeller	Allen Tate Steele Creek	17	13,312,435	783,084	0.11
58	Lisa McCrossan	Ivester Jackson Distinctive	4	13,182,000	3,295,500	0.11
59	Drew Choate	Keller Williams Connected	20.5	13,010,012	634,635	0.11
60	Brooke Arey	Pulte Home Corporation	21	12,757,982	607,523	0.11
61	Gina Lorenzo	COMPASS Ballantyne	15	12,670,400	844,693	0.11
62	Stan Perry	Helen Adams Realty	10	12,549,500	1,254,950	0.1
63	Scott Pridemore	COMPASS Southpark	10.5	12,494,715	1,189,973	0.1
64	Kyle Bender	EXP Realty LLC	25.5	12,452,165	488,320	0.1
65	Bobby Sisk	Nestlewood Realty, LLC	26	12,116,699	466,027	0.1
66	Tony Karak	Better Homes and Gardens Real	25	11,952,639	478,106	0.1
67	Meghan Lluberas	Dickens Mitchener & Associates	11	11,730,368	1,066,397	0.1
68	Lori Scherrman	First Priority Realty Inc.	14	11,634,075	831,005	0.1
69	Chris Klebba	RE/MAX Executive	23	11,605,401	504,583	0.1
70	Heather Mackey	Mackey Realty LLC	9	11,585,400	1,287,267	0.1
71	Chelsea Weisensel	Keller Williams Ballantyne Area	20	11,520,819	576,041	0.1
72	Lisa Varon-Soto	Keller Williams Connected	10.5	11,469,561	1,092,339	0.1
73	Sally Awad	Weichert Realtors Sally Awad	15	11,452,600	763,507	0.1
74	Matt Claxton	My Townhome LLC	20.5	11,450,993	558,585	0.1
75	Amy Baker	Allen Tate University	26	11,439,161	439,968	0.1
76	Becca Waybright	Simonini Realty Inc	8	11,413,096	1,426,637	0.1
77	Mike McLendon	McLendon Real Estate Partners,	20	11,378,860	568,943	0.1
78	Amy Gamble	Helen Adams Realty	17	11,229,928	660,584	0.09
79	Susan May	Corcoran HM Properties	9	11,210,000	1,245,556	0.09
80	Ryan Palmer	Realty ONE Group Select	23.5	11,208,106	476,941	0.09
81	Peggy Peterson	Corcoran HM Properties	12	11,033,700	919,475	0.09
82	Heather Cook	Real Broker LLC	20	11,024,429	551,221	0.09
83	Shelly Rydell	Dickens Mitchener & Associates	9	11,011,000	1,223,444	0.09

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# TOP 200 STANDINGS

Information Pulled From MLS Listings From May 9, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
84	Gopal Kasarla	Prime Real Estate Advisors LLC	26	10,927,037	420,271	0.09
85	Chelsea Pegram	Southern Charm Realty &	9.5	10,867,500	1,143,947	0.09
86	Suzanne Roth	Fielding Homes LLC	21	10,576,521	503,644	0.09
87	Michelle Weeks	Helen Adams Realty	7	10,528,767	1,504,110	0.09
88	Mark Linch	Longvale Investments INC	43.5	10,512,950	241,677	0.09
89	Mike Morrell	Keller Williams Connected	19.5	10,488,926	537,894	0.09
90	Debbie Monroe	Lake Norman Realty Inc	12.5	10,419,860	833,589	0.09
91	Chris Burlos	RE/MAX Executive	4	10,395,000	2,598,750	0.09
92	Lind Goodman	BSI Builder Services	18	10,243,623	569,090	0.09
93	Libby Gonyea	Helen Adams Realty	11	10,233,000	930,273	0.09
94	Mary Helen Tomlinson	Davis Helen Adams Realty	11	10,173,000	924,818	0.09
95	Brian Belcher	RE/MAX Executive	22	10,134,783	460,672	0.08
96	Mary McCloskey	Allen Tate Ballantyne	17	10,130,437	595,908	0.08
97	Michele Scott	EHC Brokerage LP	16	10,108,269	631,767	0.08
98	Ashley McMillan	Dickens Mitchener & Associates	9	10,074,000	1,119,333	0.08
99	Patty Hendrix	Corcoran HM Properties	6	9,962,824	1,660,471	0.08
100	Brent "Andy" Bovender	COMPASS Southpark	17	9,903,390	582,552	0.08

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
101	Samuel Nueman	Nueman Real Estate Inc	38	9,910,900	260,813	0.08
102	Brent "Andy" Bovender	COMPASS Southpark	17	9,903,390	582,552	0.08
103	Enrique Alzate	NorthGroup Real Estate, Inc.	27	9,883,143	366,042	0.08
104	Lucy Butler	Cottingham Chalk	5	9,845,000	1,969,000	0.08
105	Greg Stallard	SM North Carolina Brokerage LLC	22	9,837,983	447,181	0.08
106	Callie Kelly	Cottingham Chalk	4	9,828,000	2,457,000	0.08
107	Brett Carraway	Northstar Real Estate, LLC	20	9,785,059	489,253	0.08
108	Chris Rogalski	Ideal Realty Inc	22	9,780,200	444,555	0.08
109	Sudhakar Meenige	Sudhakar Homes	20	9,759,715	487,986	0.08
110	Meghan Wilkinson	Corcoran HM Properties	7	9,712,725	1,387,532	0.08
111	Lauren Dayton	Helen Adams Realty	13	9,694,500	745,731	0.08
112	Elizabeth Davis	Keller Williams Unified	13	9,610,300	739,254	0.08
113	Stephen Scott	Realty Dynamics Inc.	25	9,598,979	383,959	0.08
114	Manjesh Gorajala	NorthGroup Real Estate, Inc.	18	9,531,978	529,554	0.08
115	Jill Moyer	Redfin Corporation	18	9,453,919	525,218	0.08
116	Melanie Wilson	Keller Williams Connected	17	9,421,887	554,229	0.08
117	Joan Goode	Dickens Mitchener & Associates	13	9,420,980	724,691	0.08
118	Jocelyn Rose	Corcoran HM Properties	4	9,278,256	2,319,564	0.08
119	Perry Butler	Better Homes and Gardens Real	30	9,272,750	309,092	0.08
120	Jessica Martin	TSG Residential	10	9,215,157	921,516	0.08
121	Kate Terrigno	Corcoran HM Properties	13	9,111,200	700,862	0.08
122	Jay White	Keller Williams Ballantyne Area	21	9,094,142	433,054	0.08
123	Wendy Dickinson	Coldwell Banker Realty	18	9,006,216	500,345	0.08
124	Maren Brisson	Corcoran HM Properties	10	8,930,900	893,090	0.07
125	David Upchurch	David Upchurch Real Estate	15.5	8,904,400	574,477	0.07
126	Ken Ledbetter	Lake Realty powered by Canzell	23	8,875,100	385,874	0.07
127	Paul Sum	Coldwell Banker Realty	26	8,874,375	341,322	0.07
128	Harrison Long	Pulte Home Corporation	12.5	8,850,883	708,071	0.07
129	Jessie Colburn	Kirkwood Realty LLC	23	8,761,200	380,922	0.07
130	Corina Elliott	DR Horton Inc	16.5	8,579,450	519,967	0.07
131	Ghada Aljakhbeer	DR Horton Inc	16.5	8,579,450	519,967	0.07
132	Kevin Walsh	Lennar Sales Corp	17	8,536,831	502,167	0.07
133	Minna Henry	Zillow Homes Inc	20	8,502,400	425,120	0.07



## TOP 200 STANDINGS

Information Pulled From MLS Listings From May 9, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
134	Philip Ostwalt	Ronald Scott Properties Inc	26	8,307,750	319,529	0.07
135	Scott Wurtzbacher	The W Realty Group Inc.	10	8,288,165	828,816	0.07
136	Michael Wright	James Custom Homes Inc	9	8,262,300	918,033	0.07
137	Derek Borte	Pulte Home Corporation	12.5	8,181,883	654,551	0.07
138	Matthew Paul Brown	Reside Realty LLC	12	8,175,741	681,312	0.07
139	Jackie Smith	RE/MAX Executive	10	8,162,905	816,291	0.07
140	Leigh Corso	Cottingham Chalk	8.5	8,111,104	954,248	0.07
141	Deborah Russo	Dickens Mitchener & Associates	4.5	8,098,562	1,799,680	0.07
142	Douglas Christen	Nestlewood Realty, LLC	19.5	8,087,320	414,734	0.07
143	Jim Bramhall	Costello Real Estate and	11	8,083,398	734,854	0.07
144	Bala Mekala	Eesha Realty LLC	17	8,044,325	473,196	0.07
145	Angela Purvis	RE/MAX Executive	28	8,037,350	287,048	0.07
146	Marcy Basrawala	Dickens Mitchener & Associates	2	8,030,000	4,015,000	0.07
147	Matthew Means	COMPASS Southpark	13	7,992,804	614,831	0.07
148	Ben Bowen	Premier Sotheby's International	7	7,940,000	1,134,286	0.07
149	Anne Brade	RE/MAX Executive	16	7,931,000	495,688	0.07
150	Thomas Elrod	Keller Williams Ballantyne Area	17.5	7,917,638	452,436	0.07

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
151	Emma Walker	Better Homes and Gardens Real	12	7,888,376	657,365	0.07
152	Jocephus Huneycutt	Cottingham Chalk	9	7,878,000	875,333	0.07
153	Pamela Williams	Beverly-Hanks - Waynesville	25.5	7,822,500	306,765	0.07
154	Mary Palmes	Allen Tate Statesville	21.5	7,666,900	356,600	0.06
155	Michelle Teague	Corcoran HM Properties	3	7,643,300	2,547,767	0.06
156	Michael Guerra	Keller Williams Ballantyne Area	18	7,637,714	424,317	0.06
157	Lilliah Moseley	Redfin Corporation	16	7,610,500	475,656	0.06
158	Jennifer Jackson	Allen Tate SouthPark	3	7,457,890	2,485,963	0.06
159	Laurens Adams Threlkeld	Helen Adams Realty	9	7,430,000	825,556	0.06
160	Joe Viotto	Lennar Sales Corp	17	7,398,094	435,182	0.06
161	Robin Hurd	Carolina Realty Solutions	14	7,385,500	527,536	0.06
162	Julie Cash	J Cash Real Estate	7	7,357,510	1,051,073	0.06
163	Rebecca McGrath	Cottingham Chalk	11	7,354,900	668,627	0.06
164	Tracy Olson	CCNC Realty Group LLC	19	7,351,062	386,898	0.06
165	Jon DiCiasare	CCNC Realty Group LLC	19	7,351,062	386,898	0.06
166	Tyler Goldsmith	Carolina Sky Real Estate Group,	18.5	7,317,375	395,534	0.06
167	Danielle Self	Pulte Home Corporation	16	7,315,996	457,250	0.06
168	David Wood	Pilot Realty & Development	30	7,258,698	241,957	0.06
169	Tom Palmer	Terra Vista Realty	10	7,237,500	723,750	0.06
170	Dianne McKnight	RE/MAX Executive	9	7,237,000	804,111	0.06
171	Suzette Gray	Coldwell Banker Realty	12	7,223,970	601,998	0.06
172	Andrew Sharpe	SE Premier Properties LLC	13.5	7,215,000	534,444	0.06
173	Sylvia Hefferon	RE/MAX Executive	10	7,203,385	720,339	0.06
174	Wes Collins	COMPASS Southpark	16	7,201,860	450,116	0.06
175	Holly Webster	Helen Adams Realty	14	7,194,323	513,880	0.06
176	Valerie Dulude	Premier Sotheby's International	8	7,190,000	898,750	0.06
177	Kristin Wing	DR Horton Inc	14.5	7,168,994	494,413	0.06
178	Kathy Day	Southern Homes of the Carolinas	3	7,160,000	2,386,667	0.06
179	Tim Melton	Sycamore Properties Inc	20	7,106,020	355,301	0.06
180	Chad Little	Niblock Development Corp	10.5	7,104,888	676,656	0.06
181	Robin Mann	EXP REALTY LLC	15	7,098,930	473,262	0.06
182	Melissa Berens	Keller Williams South Park	15	7,083,675	472,245	0.06
183	Marlyn Jamison	Allen Tate SouthPark	9.5	7,015,500	738,474	0.06



# TOP 200 STANDINGS

Information Pulled From MLS Listings From May 9, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
184	Linda McLendon	Lennar Sales Corp	13.5	6,987,156	517,567	0.06
185	Angela Kruger	Lennar Sales Corp	13.5	6,987,156	517,567	0.06
186	Jaci Reynolds	RE/MAX Executive	29	6,956,195	239,869	0.06
187	Austin Snyder	Keller Williams South Park	12.5	6,955,770	556,462	0.06
188	Liza Caminiti	Ivester Jackson Distinctive	6	6,950,000	1,158,333	0.06
189	Monte Grandon	Wilkinson ERA Real Estate	11	6,920,503	629,137	0.06
190	Cannon Walker	Lennar Sales Corp	12	6,900,743	575,062	0.06
191	Nicole Leininger	Premier Sothebys International	7	6,881,000	983,000	0.06
192	Nadine Wynn	Keller Williams Lake Norman	4.5	6,875,000	1,527,778	0.06
193	Jeremy Ordan	Allen Tate Providence @485	13	6,869,775	528,444	0.06
194	Mitch Boraski	EXP REALTY LLC	8	6,838,000	854,750	0.06
195	Jamie Warner	SDH Charlotte LLC	15	6,834,475	455,632	0.06
196	Magda Esola	Fielding Homes LLC	14.5	6,809,898	469,648	0.06
197	Joseph McMurry	Allen Tate Matthews/Mint Hill	14	6,806,945	486,210	0.06
198	Denise Hauser	Keller Williams Connected	9	6,800,511	755,612	0.06
199	Josh Tucker	Corcoran HM Properties	2	6,800,000	3,400,000	0.06
200	Anne Spencer	Corcoran HM Properties	9.5	6,785,300	714,242	0.06

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