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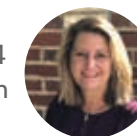
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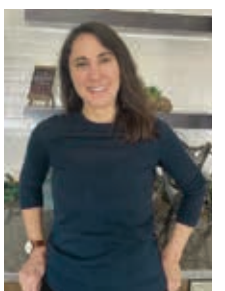


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top producer

Written by Heather Pluard
Photos by Kelly Klemmensen Photography.

Misty Hurd

of Hurd About Real Estate



A True Charlottean

Rich Dad Poor Dad author Robert Kiyosaki famously said, “The problem with real estate is it’s local. You have to understand the local market.” If that’s true, then REALTOR® Misty Hurd is the solution. Born in First Presbyterian Hospital, raised in Cornelius, and educated at UNC-Charlotte, Misty is a proud Charlottean who knows the local market inside and out.

“I also have the gift of gab,” Misty laughs. “I love people, and I’m a natural-born negotiator – just ask my parents. I grew up watching my Dad hustle, and he’ll tell you I’m a chip off the old block. Before obtaining my license in 2015, I had a successful sales background in IT consulting, but I wasn’t passionate about it and never looked forward to my weekend ending. Then, after working for Corporate America for five years, my husband, Andrew, encouraged me to try real estate instead.”





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Andrew is the Director of Commercial underwriting at Finance of America and owns a real estate investment company that focuses on sustainable and impact-related real estate development and consulting. The couple went to Hopewell High in Huntersville together, but due to a two-year age gap, they didn't meet and start dating until he was home from college in the summer of 2006. They were married in 2014.

"I honestly look up to my husband," Misty smiles. "He's ingrained in every aspect of real estate, so he is constantly challenging me to think outside of the box when it comes to working with my buyers and my sellers. He also has a different viewpoint of doing things, so I enjoy the challenge of doing it my way and being successful."

And successful she is! Misty closed on \$21 million in real estate last year for a career volume of over \$70 million in seven years. Her first brokerage, Keller Williams Southpark, nominated her for Rookie of the Year. After following her industry role models to EXP Realty in 2018, Misty has earned their top honor, The Icon Award, every year since.

"The majority of my business is referral based, which I take as a huge compliment because it's a testament of my clients' experience working with me," Misty says. "I like getting creative and finding new ways to help them achieve their goals in this fast-paced market. While I try to make the process look seamless, I'm working my butt off behind the scenes for my clients in ways many don't realize. I like to think of myself as a shield, protecting my clients from chaos, uncertainty, and stress."

Misty has excellent advice for new agents. "Communication is key," she says. "Even if it

seems simple to you, it's not to most home buyers or sellers, and it's hard for anything to get lost in translation if you are over-communicating. I also recommend building relationships with cross-sale agents. There are several REALTORS® at different firms whom I admire and love working with because I'm always learning something new from them. It's essential for me to grow and shift with the market and not get stuck in just my way of doing things. Plus, it's so much more fun when the transaction can be a partnership."

Outside of work, Misty loves spending time with her family. "Andrew and I have been together for 15 years, and I'm just as much in love with him today as I was when we met," she says, also joking that she's a stage-10

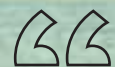
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clinger to her family. “We have so much fun together, whether it’s just at home unwinding with a glass of wine watching the girls play, exploring our growing city, or traveling around. We also stay busy with home building. Andrew and I designed and built our current home, which we completed in August of 2020, and we’re about to do it again! Now that we have two little girls, River (3) and Palmer (1), we get to experience firsts with them every day. We like to show them everything that we enjoy doing so that we can enjoy it together! My dream is to be a perfect blend of my parents for my daughters. My mom created a childhood of adventure and imagination for me, and my dad has been a successful entrepreneur who taught me that hard work pays off.”

Misty likes to be on the go constantly, which makes real estate her ideal career. “It’s 24/7,” she says. “There is no ‘off’ button, not even on vacation. But I appreciate the flexibility I have to provide for my family and model a strong work ethic for my daughters while not missing out on anything as time is fleeting. God doesn’t promise us tomorrow, but we have today. So living each day to be my best self while making sure my family and clients are happy makes me happy. And to me, that’s success.”



God doesn’t promise us tomorrow, but we have today. So living each day to be my best self while making sure my family and clients are happy makes me happy. And to me, that’s success.





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No truer words can describe Rodolfo Duq.

Rodolfo remembers his grandfather’s words to him when he left Colombia to move to New York City, “Don’t come back until you have made something of yourself.” It was no joke, and Rodolfo took his grandfather seriously.

Rodolfo’s grandfather instilled in him a commitment to his responsibilities and tasks – when you start something, you finish it. He remembers building a house for his aunt from the basics – moving cement, talking to engineers, and the like. His first job was at a baby-goods store selling bottles and cribs. At 15 years old, he was traveling 40 minutes on a very populated bus to work. Sales from a young age was in Rodolfo’s blood.

At 18, he was on the move to NYC with his grandfather’s challenge clear in his mind. Working various jobs from assistant to superintendent to McDonald’s, Rodolfo perfected his mastery of the English language and set his mind to

college. Soon after working two jobs, he found himself a position at Donna Karan NYC in sales and hit it as a million-dollar producer. His dreams of having a nice house, a beautiful wife, and beautiful kids were always on the forefront.

At 25, Rodolfo was able to be independent and finally return to his home country of Colombia to tell his grandfather that he “had made it.” Sadly, his grandfather was not there anymore. Rodolfo recalls a poignant moment when he realized he couldn’t tell him all he’d done, all the work, all the hours, and all the success that has happened just under 25 years old. He had even started college (Queens College).

Destiny brought him to meet his future wife, Simona, in NYC. Rodolfo notes, “We learned from each other, and she encouraged me when I was about to give up from college education.”

He recalls, “[Walt] Disney once said something like ‘a kick in the teeth might

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...

be the best thing that could happen to you in life!’ Boom! Got rejected by a corporate job that I really wanted – I believe that was a breaking point where I could have gone in another direction... Instead of crying a river, Simona and I went on to open our

own venture, a spa in the middle of Manhattan, Fifth Avenue. Because if you dream, hey, you better dream big. Still under 30, we funded it, and we were open through sweat and tears.”

The couple went on to open a mobile food-cart business and a coffee shop

during their time in Manhattan. (Wife Simona is now a skincare therapist/owner at ReVive Spa in Ballantyne: @ReVivesthetics.)

Rodolfo’s entrepreneurial spirit and the quest for more quality family time led him to a career change. He initially

started the real estate license process in NYC. When the couple had their first child, Chloe, they moved to the Carolinas to make family life a priority over the hustle and bustle of NYC.

The family is loving life in the Carolinas. Rodolfo and Simona and their two beautiful children, Chloe, 6, and Jack, 1, love going to explore parks and having family reunions on the weekends.

Answering the “why real estate” question, Rodolfo shares, “Having great people skills, and having so much experience working with so many diverse people with so many different professions, I knew my call was to work with people. Why not help them with one of the most important investments in their lifetime? I helped people with baby bottles, with high-end clothes, and burgers, why not their HOME? Who can be better to give

them individualized care, a next-level service, truly trying to understand their needs, and being alongside them at any obstacles that might appear during the process?”

Rodolfo is passionate about creating relationships as well as clients for life. He thrives on positive reviews and recommendations. His friends, clients, and network can be found at @home-sincharlotte. Want to be friends with Rodolfo? Connect with him there!

“As a REALTOR®, I am thankful with every single interaction, and I make sure I let them know that I appreciate their time, trust, and commitment. Many times, clients I help send their family, friends, and ex-wives to me and that feels remarkable. It energizes me and makes me work harder because I know people remember me. I made an impact in their life, and they trust me.”

Rodolfo offers this advice to all who have goals, whether real estate or beyond: “Concentrate on what you do best, and don’t be an impostor; people can spot that from miles.”

Coming literally from the ground up, Rodolfo adds in conclusion, “Success comes from what some people call luck, ‘preparation meets opportunity’ – a difficult transaction, a dream made true, a completed goal. Anything is possible with hard work and a little bit of ‘luck.’”

To reach Rodolfo, please contact him at (704) 750-9124 or rduque@paraclerealty.com @homesincharlotte



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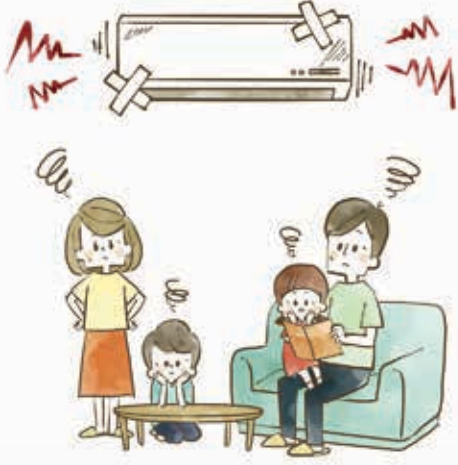
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REVOLUTIONIZING THE SERVICE INDUSTRY IN CHARLOTTE

Written by Heather Pluard. Photos by Kelly Klemmensen Photography.

ABOUT 53% OF SKILLED TRADE WORKERS ARE OVER THE AGE OF 45. ALMOST ALL OF THEM WILL RETIRE IN THE NEXT 20 YEARS. AS BABY BOOMERS AGE OUT OF FIELDS LIKE ELECTRICAL REPAIR, PLUMBING, AND HEATING AND COOLING, THEY'LL BE LEAVING BEHIND A GAPING VOID. RIGHT NOW, THERE JUST AREN'T ENOUGH YOUNG PEOPLE PURSUING THE TRADES TO REPLACE THEM.

Fortunately for the Charlotte area, there are local entrepreneurs who are looking to revolutionize the service industry. Ease Plumbing, Ease Air, Viva Electric, and Roland Black Heating and Cooling have developed a Market Leader Program that breathes new life into the trades and reduces the stress of property maintenance for commercial and residential clients. "Our goal is to attract a wealth of new and experienced talent," explains co-owner Mike Griffin. "We pay for schooling, professionally develop well-rounded tradespeople, and build market leaders to perpetuate the trades in our community."

"Our vision is to take what Chick-Fil-A did in the food industry and translate that into the trades. By recruiting, mentoring, and building top-quality market leads, we believe this concept will allow us to grow nationwide while creating a neighborhood feel for our businesses," said Austin Helms, owner and founder of Ease Plumbing.



"We came up with a win-win for everyone," says Austin Helms, owner of Ease Plumbing.

"Under each of these companies, plumbers, electricians, and HVAC technicians are able to run their own shops, and we provide additional resources, technology, and back-end support such as marketing and accounting. That way, they can focus on what they do best, like turning wrenches, making repairs, and building lasting relationships with their clients. We love encouraging passionate tradesmen and women to join our Market Leader program and run their own shop. When this happens, the entire community benefits from it."

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REALTORS®, in particular, love having a one-stop shop, especially when their clients need last-minute property revamps before listing or want help managing their investment property maintenance needs. “From HVAC, electrical, plumbing, HVAC and more, we have built teams of customer-centric tradespeople who are experts in their respective crafts,” Maegan Giler, co-owner of Viva Electric says. “Our residential and commercial service partners are fully insured, proud of their reputations, and looking to grow their local family businesses into long-lasting legacies.”

Ease Plumbing and Air is one such company. “We’re reinventing how the world sees ‘dirty jobs’ like HVAC and plumbing, but we aren’t afraid to get our hands dirty!” smiles Austin. “And our work is rooted in faith—faith in our people, faith in service, and faith in God. Through apprenticeships and hard work, we allow plumbers, technicians, and young leaders to learn a trade from the best in the business, paving the path for the next generation of plumbers and technicians to become owners and partners by our side.”

Viva Electric is also leading the way with the Market Leader program for electricians. “We are excited to continue growing, lighting up the lives of everyone we meet

and providing opportunities for our Market Leaders to not only change the electrical industry but to change their lives,” says co-founder Jimmy Giler. “Our mission is to light up the lives of those around us, including our clients, employees, and community.”

While statistics show that five people retire for every one person who enters the trade industry, Viva Electric, Ease Plumbing, Roland Black Heating and Cooling, and Ease Air’s, innovative Market Leader Program will help fill the gap in Charlotte. “We owe it to our community to make sure Charlotte has enough qualified tradespeople to solve homeowners’ problems with ease for generations to come. And we are thankful we can be a part of the solution.”

Ease Plumbing, Viva Electric, Ease Air, and Roland Black Heating and Cooling are all under the Griffin Brothers Companies (GBC) umbrella. With roots in the auto repair industry, GBC’s portfolio now spans several different industries including real estate, hospitality, waste solutions, home services, investments, property development, and philanthropy. GBC has created a community of brands over the last 60 years that create, empower and revolutionize industries with service at their core to perpetuate opportunities and inspire generational impact.

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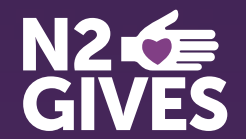
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LISA REVIS

IS BRINGING THE SOUTHERN CHARM TO REAL ESTATE

SOUTHERN CHARM REALTY, INC.

Laissez les bons temps rouler! It's Mardi Gras season, and while many REALTORS® are hoping to "let the good times roll" in this year's real estate market, Lisa Revis, Southern Charm Realty's Broker/Owner, has a sober outlook for 2022 – she has spent the last 12 months shifting her focus back to specializing in foreclosures.

"We're on the verge of the next wave," Lisa says. "In 2020, banks started asking me if property values would hold if they had to foreclose. Many of their customers were in forbearance. Since then, I've been courting banks, building relationships, getting contracts, and letting people know I'm ready for whatever they start foreclosing. I had 15 listings in the first two weeks of this year. Many agents will call me now to see what's hitting the market, especially if they work with investors who want a first peek."

Before 2021, Lisa was averaging about \$30 million a year in sales. Then, as she poured her time and attention into building her network of banks and agents, her personal production dropped by two-thirds. But now, Lisa is poised to capitalize on any market downturn, and she has set her team of four full-time agents up for success come what may.

"We are like family here, and I want my agents to thrive in any type of market," Lisa says. "Anyone who doesn't have experience in short sales and foreclosures will starve in a downturn, primarily because they'll be scared to write an offer. It's not any harder buying bank foreclosures than regular retail. In some ways, it's easier, because there are no emotions involved, and it's never personal. But to earn contracts, you have to be precise on property values and float many expenses, like back taxes and utility bills. It's not uncommon to spend \$20,000 out-of-pocket on foreclosure listings, so you need a cash reserve. For my team, I'm the reserve. They can focus on buying and selling real estate as they normally do, knowing I will feed them foreclosures in the future."



Lisa started her real estate career in 2007 at a brokerage that focused on foreclosures. She opened Southern Charm Realty in March of 2009, taking over as the broker-in-charge once she had her broker's license that July. "I'm Type A all the way," Lisa says. "Before becoming a REALTOR®, I owned a custom sign business, and I've loved being an entrepreneur since I was 21 years old. I have ambition and drive, and I don't take no for an answer. When I want something done, I want it done now and the correct way. My whole team is like that."

In fact, two of Lisa's previous agents have opened firms, something she encourages all of her agents to do someday. "I enjoy guiding, training, and motivating agents to reach their career goals," Lisa says. "It's not about getting rich for me. It's about promoting and growing good agents in this market who care, who respond, and who put people ahead of paychecks. Life is easier when there are more of us out there."

While Lisa predicts a market downturn, she knows the strong will survive. "Be aggressive, think outside the box, and pick up the phone," she says.



...

"Clients still want that personal touch. Also, if you don't understand the foreclosure market, hook up with someone like me who can prepare and guide you for when things turn south."

When Lisa is ready to let the good times roll, she enjoys hopping on a RZR and riding side by side with her husband of 25 years, Gene. The couple also owns 704 Power Sports, where their children, Samantha (24) and James (28), work. The ATV business adjoins Southern Charm Realty, and Samantha's 4-year-old daughter, Emma, loves popping back and forth between the two. "When Emma and my three border collies are here, it's a lot of fun," Lisa smiles. "My granddaughter is like a lot of us Southern girls - all charm but no filter!"



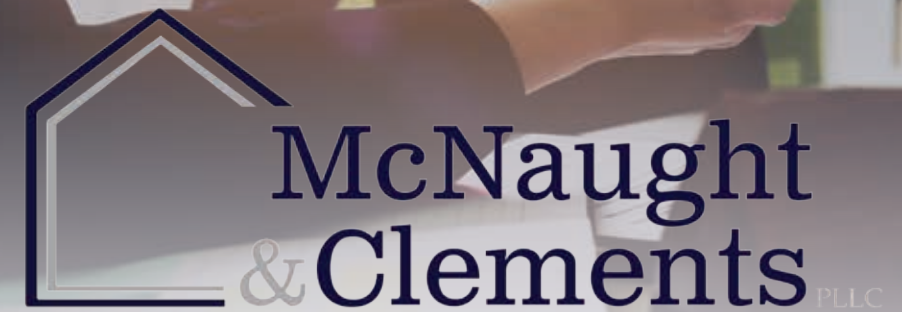
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APRIL VILLINES

standout agent
Written by Heather Pluard

of Real Broker, LLC

Each Day Is A Gift If You Allow It To Be

It's hard to believe someone almost talked April Villines out of doing real estate. But that was before a debilitating illness changed her life and flipped her mindset. Today, April is the Broker in Charge for Real Broker, LLC, where she manages 142 agents. She also has a successful team of seven agents in the Charlotte/Lake Norman area. But, even more importantly, she gets to do what she loves every single day.

"Back when I lived in Ohio, I always thought real estate looked like an exciting way to help people, but I started dealing with a difficult medical situation before I could pursue it," April says. "For eight years, my husband, Jeff, and I did not know what it was or how to treat it. For some time, I even walked with a cane. Thanks to some incredibly patient doctors, I finally found out that I have Lupus."

April's Lupus diagnosis came with a silver lining. "When I started to get better, I decided that I wanted to do something I loved and did not want to take life for granted anymore," April says. "So I took the leap of faith and went into real estate. I made a home purchase years ago and ended up having a higher rate and a higher-priced home than I had wanted, and that experience made me



want to educate people, not just sell them a house. I'm passionate about helping people understand the entire process and what it means to own a home."

In 2015, April obtained her license and started her career at Allen Tate, where she learned and soaked up great systems. In 2018, April joined United Home Group out of Portland, where she stayed for a year under the guidance of Cody Gibson. Cody helped ignite her passion for helping other agents, and April started learning to become a coach. She was fortunate to learn from Diana ...





...

Kokoska in a coaching camp and spent the following five years at different local brokerages coaching new agents before finding her 'home' with Real Broker, LLC in April 2021.

"Aside from my time with UHG, I was an independent agent mostly, but one of my goals was to get my husband out of the restaurant management grind and into real estate with me. So I used the tactics I had been coaching and turned it from a dream into a goal," April says. "Jeff joined me two years ago, and now we manage our team of seven agents. I am a coach by passion, and I love to teach and lift others. Focusing my business on others is rewarding because I get to help them grow theirs. I even coach Jeff, who had a tremendous first year in real estate, selling just at \$5 million!"

Considering different perspectives is April's top coaching tip. "You need to protect the client experience," she says. "Get to know your clients and hear them when they share their concerns. Then try looking at everything from a teaching perspective. Don't be afraid to ask questions, and don't be surprised when you find yourself in situations that require you to help push people out of their comfort

zones. You will build amazing relationships, and from that comes a lot of business."

April has such a large referral base that she jokingly refers to it as her "repeat offenders." "My former clients send me so much business that it's truly humbling," she says. "I have always felt that the relationship with a client makes a difference, and Jeff and I try to bring that out in our social media. We take ourselves seriously in our work, but we also have fun and like making memories. I have huge goals, and to be honest, I am just getting started. I have a lot of community activities, client appreciation events, and fantastic agents to coach in the days ahead."

While Lupus unwittingly motivated April to pursue the career she loves, real estate gave her her dreams and goals. "Being an agent taught me to think bigger than I ever thought imaginable!" she says. "I learned to dream, plan, and expect more from myself. Jeff and I plan to expand our team while branching out into the vacation rental world for ourselves. I love working with my husband and all of the incredible agents at my firm. But, if you do not stop to enjoy life, it will pass you by. Each day is a gift if you allow it to be, and I've learned not to take a single one for granted."



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▶▶ event recap

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We turned five years old this year and celebrated this huge milestone with some amazing Top Producers, Rising Stars, and Preferred Partners who have been a part of our publications since 2017!

We had a blast celebrating this special day surrounded by some wicked fast cars at Lamborghini Charlotte. We had Superior School founder Bill Gallagher as our special speaker for the evening, and we collected donations for The Homeowners Impact Fund (HIF) with a casino-themed night!

The evening began with our guests making donations to The Homeowners Impact Fund. This local charity is fighting homelessness by partnering with real estate professionals, such as agents, lenders, attorneys, and others involved in buying/selling homes. There were HIF volunteers present during the night to help guests make these donations possible.

Our amazing community raised over **\$22,000** in donations and five new partners have signed up to be a part of the Homeowners Impact Fund for the next 3 years, by committing to make a \$500 or more donation each year! These partners are:

Barringer Homes – Belief partner

Knipp Law – Belief Partner

Mackey Realty – Belief Partner

Tru Loan Mortgage – Belief partner

Mike Hege – Security Partner

We had large amounts of donations and many guests played throughout the night and entered our raffles. We had some great prizes ranging from an extreme driving experience provided by EXP Realty to a week-long stay at Marco Island, FL provided by Brightway Insurance.

We would like to thank all our sponsors for the evening -- EXP Realty, Dickens Mitchener, Roosterfish Media, Fortified Title, Shepard Law, Knipp Law, Costello Real Estate and Investment, Kendra Lamanna with Cardinal Financial, TruLoan Mortgage, Lending By Design, Don Allen & Associates Land Surveying, and Brightway Insurance.







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TOP 200 STANDINGS

Information Pulled From MLS Listings From February 8, 2022

| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|-------------------|---------------------------------|-------|------------|-----------|--------------|
| 1 | Jerry Smith | NVR Homes, Inc./Ryan Homes | 70.0 | 27,770,552 | 396,722 | 1.18 |
| 2 | Bradley Flowers | Opendoor Brokerage LLC | 48.0 | 19,255,900 | 401,165 | 0.82 |
| 3 | Steve Casselman | Austin Banks Real Estate | 46.0 | 15,169,800 | 329,778 | 0.64 |
| 4 | Jimmy McClurg | Meritage Homes of the Carolina | 35.0 | 14,073,946 | 402,113 | 0.60 |
| 5 | Bill Esterline | BEI Realty Group LLC | 33.0 | 10,887,000 | 329,909 | 0.46 |
| 6 | Cathy Wiesneth | Toll Brothers Real Estate Inc | 16.0 | 9,526,295 | 595,393 | 0.40 |
| 7 | Chuck Calvello | Keller Williams South Park | 2.0 | 9,200,000 | 4,600,000 | 0.39 |
| 8 | Becca Waybright | Simonini Realty Inc | 6.0 | 8,508,444 | 1,418,074 | 0.36 |
| 9 | Margaret Craker | Mark Spain Real Estate | 24.0 | 8,495,251 | 353,969 | 0.36 |
| 10 | Joy Thomas | Enjoy Charlotte Living LLC | 25.0 | 8,059,900 | 322,396 | 0.34 |
| 11 | Mary Keller | Zillow Homes Inc | 16.0 | 6,602,000 | 412,625 | 0.28 |
| 12 | David Hoffman | David Hoffman Realty | 3.5 | 6,302,703 | 1,800,772 | 0.27 |
| 13 | Meg Kerlin | Zillow Homes Inc | 13.5 | 5,936,463 | 439,738 | 0.25 |
| 14 | Stacey Sauls | Keller Williams Connected | 10.0 | 5,927,619 | 592,762 | 0.25 |
| 15 | Matt Stone | The Matt Stone Team | 15.5 | 5,902,675 | 380,818 | 0.25 |
| 16 | Barbara Harris | Mark Spain Real Estate | 16.0 | 5,616,125 | 351,008 | 0.24 |
| 17 | Greg Martin | MartinGroup Properties Inc | 8.0 | 5,415,000 | 676,875 | 0.23 |
| 18 | Catherine Weide | Zillow Homes Inc | 14.0 | 5,401,900 | 385,850 | 0.23 |
| 19 | Ron Breese | RE/MAX Executive | 9.0 | 5,276,000 | 586,222 | 0.22 |
| 20 | Koji Krzywosz | Mark Spain Real Estate | 14.0 | 5,238,850 | 374,204 | 0.22 |
| 21 | Michael Conley | Eastwood Homes | 11.0 | 5,094,695 | 463,154 | 0.22 |
| 22 | Kris Boschele | Ideal Realty Inc | 14.0 | 5,022,000 | 358,714 | 0.21 |
| 23 | Lawrie Lawrence | Lawrie Lawrence Real Estate | 3.0 | 5,005,000 | 1,668,333 | 0.21 |
| 24 | Michele Scott | EHC Brokerage LP | 9.0 | 4,926,831 | 547,426 | 0.21 |
| 25 | Adam Martin | TLS Realty LLC | 14.0 | 4,902,275 | 350,163 | 0.21 |
| 26 | Thomas Underwood | New Home Real Estate LLC | 3.0 | 4,890,000 | 1,630,000 | 0.21 |
| 27 | Matt Claxton | My Townhome LLC | 7.5 | 4,787,524 | 638,337 | 0.20 |
| 28 | Matt Sarver | Keller Williams Lake Norman | 8.0 | 4,605,000 | 575,625 | 0.20 |
| 29 | Brandi Boncore | David Hoffman Realty | 1.0 | 4,600,000 | 4,600,000 | 0.20 |
| 30 | Derek Borte | Pulte Home Corporation | 7.0 | 4,563,138 | 651,877 | 0.19 |
| 31 | Kenneth Panora | Zillow Homes Inc | 11.0 | 4,547,900 | 413,445 | 0.19 |
| 32 | Chelsea Weisensel | Keller Williams Ballantyne Area | 7.0 | 4,524,000 | 646,286 | 0.19 |
| 33 | Susan Ayers | Clickit Realty | 14.0 | 4,502,900 | 321,636 | 0.19 |

| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|-------------------|--------------------------------|-------|-----------|-----------|--------------|
| 34 | Kristi VanHoy | EXP Realty LLC Mooresville | 2.0 | 4,390,000 | 2,195,000 | 0.19 |
| 35 | Gina Lorenzo | Compass North Carolina LLC | 5.0 | 4,373,900 | 874,780 | 0.19 |
| 36 | Tom Palmer | Terra Vista Realty | 4.0 | 4,367,000 | 1,091,750 | 0.19 |
| 37 | Alison Alston | Costello Real Estate and | 14.0 | 4,360,900 | 311,493 | 0.19 |
| 38 | Laura Maultsby | Maultsby Realty Group | 10.0 | 4,306,063 | 430,606 | 0.18 |
| 39 | Gretel Howell | Allen Tate Lake Norman | 4.0 | 4,298,000 | 1,074,500 | 0.18 |
| 40 | Debbie Micale | Hopper Communities INC | 9.0 | 4,270,500 | 474,500 | 0.18 |
| 41 | Cherie Burris | RE/MAX Executive | 16.0 | 4,221,577 | 263,849 | 0.18 |
| 42 | Phil Puma | Puma & Associates Realty, Inc. | 9.0 | 4,203,530 | 467,059 | 0.18 |
| 43 | Brannon Whitesell | Zillow Homes Inc | 11.0 | 4,197,900 | 381,627 | 0.18 |
| 44 | Catherine Taylor | Allen Tate Lake Norman | 2.0 | 4,181,000 | 2,090,500 | 0.18 |
| 45 | Kristin Wing | DR Horton Inc | 8.5 | 4,139,399 | 486,988 | 0.18 |
| 46 | Bala Sure | RE/MAX Executive | 9.0 | 4,120,763 | 457,863 | 0.18 |
| 47 | Jenny Miller | David Weekley Homes | 9.0 | 4,073,490 | 452,610 | 0.17 |
| 48 | Tracy Olson | CCNC Realty Group LLC | 10.5 | 4,039,120 | 384,678 | 0.17 |
| 49 | Jon DiCiasare | CCNC Realty Group LLC | 10.5 | 4,039,120 | 384,678 | 0.17 |
| 50 | Maren Brisson | Corcoran HM Properties | 4.0 | 4,038,000 | 1,009,500 | 0.17 |

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 January 31st, 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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|------|-----------------------|---------------------------------|-------|-----------|-----------|--------------|
| 51 | Bobby Sisk | Nestlewood Realty, LLC | 6.0 | 4,005,000 | 667,500 | 0.17 |
| 52 | Josh Tucker | Corcoran HM Properties | 1.0 | 4,000,000 | 4,000,000 | 0.17 |
| 53 | Roger V. Berrey | RE/MAX Executive | 2.0 | 3,971,540 | 1,985,770 | 0.17 |
| 54 | Jessica Martin | TSG Residential | 3.0 | 3,915,000 | 1,305,000 | 0.17 |
| 55 | Jessie Colburn | Kirkwood Realty LLC | 10.0 | 3,746,500 | 374,650 | 0.16 |
| 56 | Alison Smith | Allen Tate Center City | 1.0 | 3,700,000 | 3,700,000 | 0.16 |
| 57 | Kyle Bender | EXP Realty LLC | 8.5 | 3,653,415 | 429,814 | 0.16 |
| 58 | Lori Scherrman | First Priority Realty Inc. | 5.0 | 3,631,500 | 726,300 | 0.15 |
| 59 | Javier Sims Davila | RE/MAX Executive | 5.0 | 3,598,800 | 719,760 | 0.15 |
| 60 | Meghan Lluberas | Dickens Mitchener & Associates | 3.0 | 3,552,868 | 1,184,289 | 0.15 |
| 61 | Timothy Melton | Sycamore Properties Inc | 9.0 | 3,523,385 | 391,487 | 0.15 |
| 62 | Ashley McMillan | Dickens Mitchener & Associates | 4.0 | 3,499,000 | 874,750 | 0.15 |
| 63 | Ben Bowen | Ben Bowen Properties | 3.0 | 3,405,000 | 1,135,000 | 0.14 |
| 64 | Nicole George | Keller Williams Ballantyne Area | 7.5 | 3,382,927 | 451,057 | 0.14 |
| 65 | Robin Hurd | Carolina Realty Solutions | 6.0 | 3,355,500 | 559,250 | 0.14 |
| 66 | Nadia Meredith | Cottingham Chalk | 2.0 | 3,333,000 | 1,666,500 | 0.14 |
| 67 | Minna Henry | Zillow Homes Inc | 8.0 | 3,316,300 | 414,538 | 0.14 |
| 68 | Tracy Davis | Ivester Jackson Properties | 1.0 | 3,300,000 | 3,300,000 | 0.14 |
| 69 | Lori Jackson | Ivester Jackson Properties | 1.0 | 3,300,000 | 3,300,000 | 0.14 |
| 70 | Tony Karak | Better Homes and Gardens Real | 8.0 | 3,270,191 | 408,774 | 0.14 |
| 71 | Jocelyn Rose | Corcoran HM Properties | 2.0 | 3,269,000 | 1,634,500 | 0.14 |
| 72 | Libby Gonyea | Helen Adams Realty | 3.0 | 3,265,000 | 1,088,333 | 0.14 |
| 73 | Josh Dearing | Costello Real Estate and | 6.0 | 3,262,126 | 543,688 | 0.14 |
| 74 | Andrew Sharpe | SE Premier Properties LLC | 5.5 | 3,157,500 | 574,091 | 0.13 |
| 75 | Sandra Singer | Corcoran HM Properties | 1.0 | 3,105,000 | 3,105,000 | 0.13 |
| 76 | Nicole Leininger | Premier Sothebys International | 4.0 | 3,095,000 | 773,750 | 0.13 |
| 77 | Ann-Dorthe Havmoeller | Allen Tate Steele Creek | 4.0 | 3,085,000 | 771,250 | 0.13 |
| 78 | Melissa Berens | Keller Williams South Park | 6.5 | 3,038,500 | 467,462 | 0.13 |
| 79 | Kristi Hand | Titan Realty, Inc. | 2.0 | 3,014,000 | 1,507,000 | 0.13 |
| 80 | Matthew Paul Brown | Reside Realty LLC | 4.0 | 3,002,000 | 750,500 | 0.13 |
| 81 | Oleg Kravchenko | Home Team Pros | 8.0 | 2,901,750 | 362,719 | 0.12 |
| 82 | Lauren Dayton | Helen Adams Realty | 2.0 | 2,889,500 | 1,444,750 | 0.12 |
| 83 | John Peters | JPeters Realty, LLC | 6.0 | 2,879,950 | 479,992 | 0.12 |

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TOP 200 STANDINGS

Information Pulled From MLS Listings From February 8, 2022

| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|--------------------|--------------------------------|-------|-----------|-----------|--------------|
| 84 | Paul Sum | Coldwell Banker Realty | 9.0 | 2,876,000 | 319,556 | 0.12 |
| 85 | Don Gomez | C-A-RE Realty | 10.0 | 2,875,600 | 287,560 | 0.12 |
| 86 | Heather Gibbs | Dickens Mitchener & Associates | 4.0 | 2,868,418 | 717,105 | 0.12 |
| 87 | Olga Kichigina | Home Team Pros | 8.0 | 2,843,750 | 355,469 | 0.12 |
| 88 | David Upchurch | David Upchurch Real Estate | 5.5 | 2,827,500 | 514,091 | 0.12 |
| 89 | Min Li | ProStead Realty | 5.0 | 2,767,620 | 553,524 | 0.12 |
| 90 | Holly Webster | Helen Adams Realty | 5.0 | 2,766,823 | 553,365 | 0.12 |
| 91 | Christopher Davero | Better Homes and Gardens Real | 3.0 | 2,756,000 | 918,667 | 0.12 |
| 92 | Denise Hauser | Keller Williams Connected | 4.0 | 2,752,501 | 688,125 | 0.12 |
| 93 | Amy Gamble | Helen Adams Realty | 4.0 | 2,745,000 | 686,250 | 0.12 |
| 94 | David Wood | Pilot Realty & Development | 10.0 | 2,713,000 | 271,300 | 0.12 |
| 95 | Michael Wright | James Custom Homes Inc | 3.0 | 2,679,600 | 893,200 | 0.11 |
| 96 | Sally Awad | Weichert Realtors Sally Awad | 4.0 | 2,677,000 | 669,250 | 0.11 |
| 97 | Billie Green | Beverly-Hanks - Waynesville | 1.5 | 2,635,100 | 1,756,733 | 0.11 |
| 98 | Ty Boyd | Beverly-Hanks - Waynesville | 1.5 | 2,635,100 | 1,756,733 | 0.11 |
| 99 | Kelley Ireland | Village Real Estate Group, Inc | 2.0 | 2,625,000 | 1,312,500 | 0.11 |
| 100 | Meghan Wilkinson | Corcoran HM Properties | 1.0 | 2,612,500 | 2,612,500 | 0.11 |

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| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|------------------|---------------------------------|-------|-----------|-----------|--------------|
| 101 | Karen Brunelle | Premier Sotheby's International | 1.0 | 2,600,000 | 2,600,000 | 0.11 |
| 102 | Mohan Daggubati | NorthGroup Real Estate, Inc. | 5.0 | 2,578,991 | 515,798 | 0.11 |
| 103 | Trent Corbin | Keller Williams South Park | 7.5 | 2,549,400 | 339,920 | 0.11 |
| 104 | Mike Brown | Cole Real Estate Advisors | 1.0 | 2,522,240 | 2,522,240 | 0.11 |
| 105 | Ravi Vasireddy | Ram Realty LLC | 1.0 | 2,522,240 | 2,522,240 | 0.11 |
| 106 | Christy Bradshaw | RE/MAX Leading Edge | 7.5 | 2,499,801 | 333,307 | 0.11 |
| 107 | Kelly Wodzinski | Keller Williams Unified | 3.0 | 2,485,000 | 828,333 | 0.11 |
| 108 | Cathy Burns | EXP Realty LLC | 3.0 | 2,470,000 | 823,333 | 0.10 |
| 109 | Matt Cox | Keller Williams South Park | 2.0 | 2,445,000 | 1,222,500 | 0.10 |
| 110 | Jonathan Dean | RE/MAX Executive | 3.0 | 2,434,900 | 811,633 | 0.10 |
| 111 | Balaji Tatineni | JVC Realty, LLC | 5.0 | 2,429,724 | 485,945 | 0.10 |
| 112 | Caranna OMelveny | Compass North Carolina LLC | 3.0 | 2,360,000 | 786,667 | 0.10 |
| 113 | Melissa Polce | Wilkinson ERA Real Estate | 5.0 | 2,355,250 | 471,050 | 0.10 |
| 114 | Nancy Buckstad | EXP Realty LLC Mooresville | 6.5 | 2,337,726 | 359,650 | 0.10 |
| 115 | Mike Morrell | Keller Williams Connected | 5.0 | 2,328,501 | 465,700 | 0.10 |
| 116 | Tracy Josey | Rinehart Realty Corporation | 6.0 | 2,313,400 | 385,567 | 0.10 |
| 117 | Krista Cutler | EXP Realty LLC | 6.0 | 2,312,000 | 385,333 | 0.10 |
| 118 | Naomi Abel | NextHome Paramount | 4.0 | 2,307,000 | 576,750 | 0.10 |
| 119 | Monte Grandon | Wilkinson ERA Real Estate | 4.0 | 2,294,431 | 573,608 | 0.10 |
| 120 | Susan May | Corcoran HM Properties | 2.0 | 2,290,000 | 1,145,000 | 0.10 |
| 121 | Steven Morgan | Better Homes and Gardens Real | 12.0 | 2,288,220 | 190,685 | 0.10 |
| 122 | Bryan Tan | U Realty | 5.0 | 2,239,000 | 447,800 | 0.10 |
| 123 | Wendy Dickinson | Coldwell Banker Realty | 4.0 | 2,228,250 | 557,063 | 0.09 |
| 124 | Juan Guzman | Citywide Group Inc. | 7.0 | 2,218,710 | 316,959 | 0.09 |
| 125 | Angela Kirsch | Keller Williams Lake Norman | 2.5 | 2,215,000 | 886,000 | 0.09 |
| 126 | Leslie Fisher | Premier Sotheby's International | 1.0 | 2,199,900 | 2,199,900 | 0.09 |
| 127 | Lauren Alexander | Premier Sotheby's International | 1.0 | 2,199,900 | 2,199,900 | 0.09 |
| 128 | Melissa Baker | Allen Tate Steele Creek | 3.5 | 2,198,750 | 628,214 | 0.09 |
| 129 | Evelyn Vargas | Lennar Sales Corp | 5.0 | 2,193,665 | 438,733 | 0.09 |
| 130 | Cheryl Pierce | Lennar Sales Corp | 4.5 | 2,188,886 | 486,419 | 0.09 |
| 131 | Mark Linch | Longvale Investments INC | 8.5 | 2,188,250 | 257,441 | 0.09 |
| 132 | Lisa Baker | NextHome Platinum Advantage | 2.0 | 2,180,000 | 1,090,000 | 0.09 |
| 133 | Julie Murray | Premier South | 2.0 | 2,149,700 | 1,074,850 | 0.09 |

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TOP 200 STANDINGS

Information Pulled From MLS Listings From February 8, 2022

| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|---------------------|---------------------------------|-------|-----------|-----------|--------------|
| 134 | John Pyle | 226 Properties LLC | 1.0 | 2,130,000 | 2,130,000 | 0.09 |
| 135 | Lucy Butler | Cottingham Chalk | 1.0 | 2,130,000 | 2,130,000 | 0.09 |
| 136 | Stephen Scott | Realty Dynamics Inc. | 6.0 | 2,110,000 | 351,667 | 0.09 |
| 137 | Kathryn Cook Crespo | Bottom Line Property | 3.0 | 2,106,000 | 702,000 | 0.09 |
| 138 | Drew Choate | Keller Williams Connected | 3.5 | 2,101,500 | 600,429 | 0.09 |
| 139 | Trudy Williams | Allen Tate SouthPark | 1.0 | 2,100,000 | 2,100,000 | 0.09 |
| 140 | Jay White | Keller Williams Ballantyne Area | 5.0 | 2,085,042 | 417,008 | 0.09 |
| 141 | Sami Bianouni | Ethics Realty Inc | 5.0 | 2,084,900 | 416,980 | 0.09 |
| 142 | Franklin Allen | DR Horton Inc | 6.0 | 2,082,705 | 347,118 | 0.09 |
| 143 | Jill Moyer | Redfin Corporation (161705) | 3.5 | 2,060,000 | 588,571 | 0.09 |
| 144 | George Joseph | KJ Realty LLC | 4.0 | 2,060,000 | 515,000 | 0.09 |
| 145 | Apple Tran | Verge LLC | 6.0 | 2,047,000 | 341,167 | 0.09 |
| 146 | Laurie Marzano | COVO REALTY | 4.0 | 2,035,023 | 508,756 | 0.09 |
| 147 | Lilliah Moseley | Redfin Corporation (161705) | 4.0 | 2,027,000 | 506,750 | 0.09 |
| 148 | Cam Barnett | Pulte Home Corporation | 3.0 | 2,018,334 | 672,778 | 0.09 |
| 149 | Douglas Christen | Nestlewood Realty, LLC | 4.0 | 2,014,900 | 503,725 | 0.09 |
| 150 | Linwood Bolles | Premier Sotheby's International | 2.0 | 2,010,500 | 1,005,250 | 0.09 |

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| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|--------------------|---------------------------------|-------|-----------|-----------|--------------|
| 151 | Scott Russo | The McDevitt Agency | 3.0 | 2,010,000 | 670,000 | 0.09 |
| 152 | Jake Meinberg | Costello Real Estate and | 3.0 | 2,002,500 | 667,500 | 0.09 |
| 153 | Peach Freshcorn | Premier Sotheby's International | 2.0 | 2,000,950 | 1,000,475 | 0.09 |
| 154 | Christine Powell | DR Horton Inc | 4.0 | 1,997,159 | 499,290 | 0.08 |
| 155 | Gary Knox | The Knox Group | 2.0 | 1,990,000 | 995,000 | 0.08 |
| 156 | Noah Goldberg | Redfin Corporation (161705) | 5.0 | 1,984,700 | 396,940 | 0.08 |
| 157 | Bill Wagenseller | EXP REALTY LLC | 2.0 | 1,966,000 | 983,000 | 0.08 |
| 158 | Liz Young | RE/MAX Executive | 3.0 | 1,964,000 | 654,667 | 0.08 |
| 159 | John Ratliff | Allen Tate Davidson | 4.0 | 1,963,500 | 490,875 | 0.08 |
| 160 | Joe Viotto | Lennar Sales Corp | 4.5 | 1,961,506 | 435,890 | 0.08 |
| 161 | Chris Rogalski | Ideal Realty Inc | 5.0 | 1,955,900 | 391,180 | 0.08 |
| 162 | Harrison Long | Pulte Home Corporation | 3.0 | 1,949,775 | 649,925 | 0.08 |
| 163 | Bob Warchol | Keller Williams Unified | 6.0 | 1,935,350 | 322,558 | 0.08 |
| 164 | Lisa Archer | Keller Williams Ballantyne Area | 3.0 | 1,930,200 | 643,400 | 0.08 |
| 165 | Matt Ewers | Nestlewood Realty, LLC | 2.0 | 1,930,000 | 965,000 | 0.08 |
| 166 | Lauren Brizendine | DR Horton Inc | 5.0 | 1,921,866 | 384,373 | 0.08 |
| 167 | Todd Beddard | Real Broker LLC | 2.0 | 1,913,500 | 956,750 | 0.08 |
| 168 | Stevee Baskerville | Helen Adams Realty | 2.0 | 1,909,000 | 954,500 | 0.08 |
| 169 | Eric Layne | Compass North Carolina LLC | 3.5 | 1,902,866 | 543,676 | 0.08 |
| 170 | Brad Walser | Carolina Land and Home LLC | 18.0 | 1,901,500 | 105,639 | 0.08 |
| 171 | Christy Allen | The Allen Team Inc | 5.5 | 1,898,000 | 345,091 | 0.08 |
| 172 | Mark Brown | Corcoran HM Properties | 2.0 | 1,895,000 | 947,500 | 0.08 |
| 173 | Mary Palmes | Allen Tate Statesville | 4.0 | 1,892,000 | 473,000 | 0.08 |
| 174 | Sharon West | Maxx West Realty Inc | 2.0 | 1,876,000 | 938,000 | 0.08 |
| 175 | Shana Brookshire | Costello Real Estate and | 3.0 | 1,874,500 | 624,833 | 0.08 |
| 176 | Sudhakar Meenige | Sudhakar Homes LLC | 4.0 | 1,865,679 | 466,420 | 0.08 |
| 177 | Evan Todd | Keller Williams Lake Norman | 3.0 | 1,860,000 | 620,000 | 0.08 |
| 178 | Laura Pegram | Ivester Jackson Properties | 1.5 | 1,855,000 | 1,236,667 | 0.08 |
| 179 | Mike Anderson | Keller Williams South Park | 2.0 | 1,855,000 | 927,500 | 0.08 |
| 180 | Brian Boger | Keller Williams Ballantyne Area | 3.0 | 1,845,000 | 615,000 | 0.08 |
| 181 | Rick Devine | Keller Williams Ballantyne Area | 3.5 | 1,842,500 | 526,429 | 0.08 |
| 182 | Alan Patterson | Trade & Tryon Realty | 2.0 | 1,842,000 | 921,000 | 0.08 |
| 183 | Melissa Sanchez | Allen Tate Lake Norman | 4.5 | 1,839,450 | 408,767 | 0.08 |

TOP 200 STANDINGS

Information Pulled From MLS Listings From February 8, 2022

| Rank | Agent Name | Office | Count | Volume | Average | Market Share |
|------|------------------------|---------------------------------|-------|-----------|-----------|--------------|
| 184 | Carol King | Keller Williams Ballantyne Area | 2.0 | 1,838,000 | 919,000 | 0.08 |
| 185 | Renee Cipollone | EXP REALTY LLC | 4.0 | 1,835,000 | 458,750 | 0.08 |
| 186 | Sheila DeWulf | Helen Adams Realty | 1.0 | 1,825,000 | 1,825,000 | 0.08 |
| 187 | Michael Richards | High Ground Investment | 1.0 | 1,825,000 | 1,825,000 | 0.08 |
| 188 | Rick Epley | Mattamy Carolina Corporation | 3.5 | 1,817,244 | 519,213 | 0.08 |
| 189 | Zack Bonczek | Keller Williams Lake Norman | 3.0 | 1,813,822 | 604,607 | 0.08 |
| 190 | Jill Gadd | Pulte Home Corporation | 2.0 | 1,803,995 | 901,998 | 0.08 |
| 191 | Samuel Nueman | Nueman Real Estate Inc | 8.0 | 1,801,800 | 225,225 | 0.08 |
| 192 | Chad Markel | EXP Realty LLC Mooresville | 1.0 | 1,800,000 | 1,800,000 | 0.08 |
| 193 | Elizabeth Sorochnyskyj | RBR LLC | 2.5 | 1,796,250 | 718,500 | 0.08 |
| 194 | Allison Long | EXP REALTY LLC | 3.0 | 1,786,000 | 595,333 | 0.08 |
| 195 | Becky Boan | Allen Tate Mooresville/Lake | 2.0 | 1,785,000 | 892,500 | 0.08 |
| 196 | Mary Wang | Prestige Properties Group | 4.0 | 1,778,763 | 444,691 | 0.08 |
| 197 | Kristin Caputo | Realty ONE Group Select | 3.0 | 1,778,550 | 592,850 | 0.08 |
| 198 | Meka Martin | DR Horton Inc | 4.5 | 1,772,975 | 393,994 | 0.08 |
| 199 | Ryan Palmer | Realty ONE Group Select | 5.0 | 1,760,165 | 352,033 | 0.07 |
| 200 | Kristen Bernard | Keller Williams South Park | 6.0 | 1,758,098 | 293,016 | 0.07 |

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