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top producer

MARY HELEN DAVIS

OF HELEN ADAMS REALTY

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

KEEP WORKING HARD UNTIL THE CLIENTS ARE BEYOND HAPPY!

HER NICKNAME IS “TEENEY,” BUT REALTOR® MARY HELEN TOMLINSON IS A COLOSSAL WARRIOR WHEN IT COMES TO HELPING CLIENTS. SHE PUTS HER BLOOD, SWEAT, AND TEARS INTO MAKING THEM HAPPY, AND THEY LOVE HER FOR IT. SINCE LAUNCHING HER REAL ESTATE CAREER IN 2015, MOST OF MARY HELEN’S BUSINESS HAS COME FROM THRILLED CLIENTS RECOMMENDING HER TO FRIENDS, FAMILY, AND CO-WORKERS. IN TURN, SHE TREATS EVERY ONE OF THEIR REFERRALS AS A GIFT.

“I love my clients all the same, whether they are looking for a \$100,000 home or a \$3-million home,” Mary Helen says. “I’m the youngest of four, so I grew up learning how to advocate for everyone. I never refer smaller businesses out or pass off the work to an assistant. My clients know I will stay with them through the whole process and not stop until they get what they want. Some of my most challenging deals are first-time homebuyers, but they’re always so thankful and happy in the end. Their testimony and feedback have helped fuel my business from the very beginning.”

With a reputation for making the real estate process easy and successful, Mary Helen sold \$16.3 million last year. This year, she’s on track to do even better. “I like setting a goal range between achievable and audacious and then landing somewhere in there,” Mary Helen smiles. “The key is to fully believe you can do it. The first year is

always the hardest because people don’t know if they can trust you. I was lucky to have friends and family give me a shot to be their REALTOR®, and that’s how I got to where I am today.”

A Charlotte native, Mary Helen was born in Presbyterian Hospital and attended Meyer’s Park High School, where she started dating her husband, Justin Davis, in their junior year. Then Mary Helen earned a degree in Fashion from the University of Alabama. After spending a year in Atlanta leasing apartments, she returned home to Charlotte to work in a made-to-measure clothing store.

“My dream job growing up was to be a celebrity stylist,” Mary Helen recalls. “I loved clothes and putting outfits together, but I realized through years of working in stores that I loved sales and working with all different types of people. All of my friends were at that age where people started to look at buying homes, and I wanted to help them find their dream spot.”

...

“

I LIKE SETTING A GOAL RANGE BETWEEN ACHIEVABLE AND AUDACIOUS AND THEN LANDING SOMEWHERE IN THERE.

THE KEY IS TO FULLY BELIEVE YOU CAN DO IT.

”

...

But Mary Helen's first client was herself! "Buying my home was the best learning experience I could have asked for," she says. "I used what I was taught in class, but I also learned from my co-workers at Helen Adams Realty, where I started in 2016 and have happily stayed the whole time. I've never wanted to change brokerages because I feel fully supported here. Our agents are helpful and responsive, and my Broker In Charge, Cara Shields, is amazing. I'm always covered, and there is always someone I can call."

In addition to earning her license, joining Helen Adams Realty, and buying her first home in 2016, Mary Helen also got engaged – all within about three months. After a quick honeymoon at the lake, she was back at it in real estate, earning the Silver Level Sales Award the following year, winning consecutive awards every year after, and reaching Diamond Level in 2021.

"My best advice for new agents is to be confident, market yourself, show how knowledgeable you are, and work for a broker you can rely on," Mary Helen says. "Everybody needs help getting started. Then, make sure you stay in the flow with people, go to lunch, start conversations, and ask for referrals. Creating happy clients should be your goal, not making a sale. I like to find the sweet spot for clients. In addition, I want them to be comfortable throughout the process, so I bear all the weight for them. Dealing with people's money and lifestyle can be a lot of pressure, but seeing them get the house they want, love it, and live in it is extremely rewarding."

While Mary Helen is passionate about keeping clients happy, her favorite thing is spending time with Justin and

...

“MY BEST ADVICE FOR NEW AGENTS IS TO BE CONFIDENT, MARKET YOURSELF, SHOW HOW KNOWLEDGEABLE YOU ARE, AND WORK FOR A BROKER YOU CAN RELY ON. ...

CREATING HAPPY CLIENTS SHOULD BE YOUR GOAL, NOT MAKING A SALE.”



...

their 10-year-old fur babies. Boo is a Lab mix, and Chief is a Lab. The couple enjoys taking the dogs to parks in Dillworth, where they live, and visiting a wealth of nearby friends and family. "The people I love are very important to me," Mary Helen says. "Plus, I'm very social, so I enjoy getting out and catching up with friends and family over drinks or dinner whenever I can!"

Mary Helen also enjoys shopping and putting her eye for fashion to good use. "I do love a cute outfit," she smiles. "But I showed up in workout clothes to my last client meeting because I was in a rush to submit their offer. The market is still crazy, but I always remind people that things will work out in the end. And I'll keep working hard until my clients are beyond happy!"

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"TEENEY SELLS CHARLOTTE"

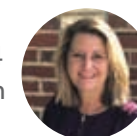


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ZACH SCARBORO

OF COSTELLO REI



▶ rising star

Written by Allison Parker.
Photos by Kelly Klemmensen Photography.

MAKING AN IMPACT IN CHARLOTTE'S REAL ESTATE

WHEN I FIRST SPOKE WITH ZACH SCARBORO, IT WAS EVIDENT THAT HE IS DOING WHAT HE LOVES – HELPING AND SERVING OTHERS TO MAKE A CHANGE IN THEIR LIVES THROUGH REAL ESTATE.

Zach is no stranger to helping people transform themselves and their lives. With a drive and passion for physical fitness, Zach has been instrumental in shaping the health of others through his personal training and coaching. We all know getting someone off the couch and working out can be quite the feat. With Zach's charisma and influence to get folks physically healthy, it's no wonder that he was able to transition his inner talents organically to help folks be financially fit as well through real estate investments.

Zach explains, "After seeing parallels between personal training and real estate, I decided to pivot into an industry that I believed I could make a bigger impact on people's lives. Real estate investing can change the course of someone's life, family status, etc."

A native of Charlotte, Zach was born and raised in Matthews, NC. Zach attended UNC Charlotte where he graduated with an exercise science major. While working in the fitness industry at Southend's Orangetheory, Zach met A LOT of people whose lives were changed by their interactions.

He enjoyed the positive vibe of group coaching and classes.

"It's the energy you get from a group setting, the relationships you build without specific intention. There are few things I can compare to it."

Synergizing with others comes naturally to Zach. He took in great input from others as they worked out together. When COVID hit, Zach was not one to sit idle. With a good friend who shared a desire to keep active, Zach started an outdoor boot camp utilizing bodyweight workouts. He wanted to be part of a community in a time when many people were isolated behind masks and the 6-feet-apart designations. The open fresh air allowed for a safe community spirit.



...

Through his interactions, he reached out to a former mentor and friend, Casey Sherman. With his coaching finesse and entrepreneurial spirit, Zach and his friend Nicole worked with Casey to find a suitable space and start Fuel Bootcamp located off of South Mint Street. In his downtime, Zach enjoys coaching a few classes a week there with fellow clients and friends. That's how Zach rolls – things organically flow together as they were meant to be. He also enjoys meeting friends out at coffee shops and enjoying a crisp microbrew at one of the local pubs.

Licensed in December of 2019, Zach entered the real estate industry right before COVID hit. Not missing a beat, Zach had customers through his sphere of coaching clients, peers from UNC Charlotte, as well as fellow SAE fraternity brothers. Folks will always need a place to live and a knowledgeable friend to help them through the process. Initially, Zach worked with Yancey Realty and then transitioned over to Costello REI. Zach's first closing was a home through new construction – a seamless experience for both the buyer and Zach. Zach especially loves to work with first-time homebuyers. His confidence within the real estate market and his ability to communicate with his clients make him stand out. Simplifying the sometimes-overwhelming homebuying process is an asset to his customers. Zach's customers know he is there for them each step of the way.

Being in real estate full time for two and a half years, Zach has grown his business each year. With a 2021 volume of 11.3 million, it's no wonder that he was recognized as Costello REI's Rising Star in 2021.

What's the key to Zach's success? He explains his mojo. "Connecting with as many people as possible through business and life outside the business. Along with helping buyers win big in multiple offer situations, and helping sellers realize the equity they've got in their home and how they can use it to make a change or improve their quality of life. I aim to give clients as much education as possible to ensure that all expectations are set, in order to maximize the likelihood of a successful transaction."



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Will ALLEN

► partner
spotlight

of Renovation Sells

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

It's still a red-hot market, and clients want to squeeze as much equity out of their properties as possible. Fortunately, Renovation Sells makes it easy to do just that! This turn-key general contractor and interior design company works exclusively with listing agents to make a home "Instagram ready," attracting more buyers and justifying a higher list price. Best of all, most make-over projects take less than three weeks.

"We just wrapped up a project that was originally going to list at \$340,000, but after working with us, it is now in a bidding war for over \$500,000," says Renovation Sells Charlotte Owner, Will Allen.

Making Homes "Instagram Ready"

"We put in flooring, refinished cabinets, and replaced light fixtures and plumbing fixtures throughout the house. Those simple changes made a huge difference. We understand buyers want an up-to-date, move-in-ready home that feels like a luxury property at any price point."

Renovation Sells also understands how important it is for REALTORS® to demonstrate additional value to their clients. "Every REALTOR® is looking for a secret weapon to stand out in the crowd and show clients why they need them," Will says. "When they have Renovation Sells in their back pocket, REALTORS® can walk into a listing appointment confident that they have the right people on their team to get the job done. We also provide excellent marketing materials they can slip into their listing presentations. And we offer 12-month, 0-percent financing up to \$55,000, so sellers don't have to pay anything out of pocket."

Buyers benefit, too. "I just read 70% of buyers regret what they purchased in the last two years," Will says. "Many people bought a house just to have something, but it's not quite right. Our business is built on meeting buyer demands before the sale and making them feel over the moon with their purchase. Their happiness sets agents up for long-term referrals, so it's a win-win."

A self-described craftsman, Will grew up in the industry. His father owned a commercial real estate company and an in-house construction company, where Will worked on the weekends and has fond memories of riding bulldozers as a kid. "My dad, who has passed, was my role model," Will says. "He taught me to lead with integrity, treat others fairly, and build up those around me. He gave me my first Little Tyke workbench, which turned into one with real tools. By the time I was 11, I had my own woodshop. I also had a furniture-making business when I was in college studying Construction Management at Appalachian State."

After graduating college, Will worked for Choate Construction on high-end senior living projects, where interior finishes were his specialty. "I had the privilege of learning from the best project teams in the industry while I was there, and that experience ...





...

launched me to where I am today,” he says. “Consistent hard work pays off, and I never give up.”

Today, Will strives to be the best leader for his crews and credits his team for Renovation Sells’ outstanding results. “We are overcoming the challenges of supply chain issues and labor demands by planning strategically and treating everyone with respect. I take my responsibility for the livelihoods of others very seriously, and I’ve built a team that takes pride in their work, keeps the process simple, and values long-term relationships. We love helping REALTORS® create beautiful listings and listening to fans rave about our work. There’s no better feeling than hearing our customers’ excitement when they receive offers that were higher than they could have imagined.”

When Will isn’t making homes “Instagram ready,” he unwinds by fly fishing, spending time at his family farm, and running. He’s also looking forward to getting married! “My fiancé, Abby, is my rock and biggest supporter,” he smiles. “She’s been with me every step of the way. We both love spending time with our extended family and our crazy bird dogs.”

Popular Renovation Sells updates include kitchen and bath refreshes, painting, flooring, tile, countertops, trim carpentry, and light and plumbing fixture changes. To learn how they can help with your next listing project, call 704-618-4187 or visit <https://www.renovationsells.com/charlotte>.

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mission possible for

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Written by **Heather Pluard**. Photos by **Meredith June** and **Zachary Salter**

►► agency profile

Joe Carteret of The Carteret Group, powered by Exp Realty

It's always **Mission Possible** for Broker **Joe Carteret**! After spending a decade in the private security industry, where he kept people physically safe, Joe changed careers in 2020 to focus on protecting his clients' financial well-being in real estate. As CEO of The Carteret Group affiliated with EXP, he's expanding his mission by growing a like-minded team of top-notch agents. Known for its integrity and concierge service, The Carteret Group is on track to sell \$25 million this year.

"We give our clients the complete picture by putting the asset they're considering through a thorough financial analysis," Joe says. "It's not just about the here and now for us. Instead, we focus on our clients' future well-being and show them how owning property could positively or negatively impact their overall wealth. Whether it's a primary residence, a vacation home, or a short-term rental property, we always talk to clients about long-term investment and finding ways to come out on top in the long run."

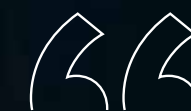
While real estate isn't as life-or-death as private security, there are several parallels between the two that Joe taps into daily. For example, being organized, committed, detail-oriented, and willing to go the extra mile has served him well in both careers. And there's one more critical factor.

"You need more brains than brawn in both!" laughs Joe. "I've never been that big beefy guy standing at the door, but I always wanted to join the Secret Service when I was a kid. While in college, I got into the private side of security to gain experience. After doing a gig with a retail corporation, I realized I liked it and was good at it. So I spent the majority of my adult life protecting people, handling private investigations, and doing security consulting. My last

stint was in Texas, where I also owned a consulting firm and utilized a network of third-party services to support my clients across the country."

Jumping on planes 24/7 to put out fires was exciting, but it didn't leave Joe much time to spend with his wife, Gean, and their daughter, Hunter, who is now 5. After almost fifteen years of a non-stop lifestyle, Joe started thinking about how he could use his skill set to help people, provide for his family, and get more free time. Real estate was the obvious solution.

"My dad is a general contractor and broker in our hometown of Oak Island, NC, so I grew up around the business," Joe explains. "He and my mom, who is a Chief Judicial Officer, taught me to be a man of integrity. That's crucial in business. I obtained my real estate license in 2020, but two weeks after I started as a single agent, my office shut down because of Covid. Thankfully, I persevered and ended the year strong."



*It's not just about the here and now for us.
Instead, we focus on our clients' future well-being
and show them how owning property could positively
or negatively impact their overall wealth.*



• • •

Building on his early success, Joe launched The Carteret Group in 2021 with his assistant, Mary Boswell, and one full-time broker. By the end of the year, he brought three brand new agents on board and the team finished 2021 with \$18.4 million in sales. Joe loves working with a “band of brothers and sisters” and credits his mentor, Bravo’s Ryan Serhant, with teaching him how to “follow up, follow back, and follow through” for clients. Last month, he and his team were ready to take a calculated risk for their future.

“We felt we had outgrown our boutique brokerage and decided to join EXP,” Joe says. “EXP is a much larger company with more leverage. Plus, it offers a path to long-term financial freedom for both myself and the agents on my team – which is equally important to me since I take responsibility for their well-being seriously.”

Today, The Carteret Group has six agents, all of whom are licensed in North Carolina and some in South Carolina. They cover everything from Charlotte to the Carolina Coasts, with 65% of their business coming from Broker-to-Broker referrals. “I built my business differently from most REALTORS®,” Joe says. “I joined multiple MLSs and built working relationships throughout the state. As a result, we are now one of the most referred teams amongst brokers, and we plan to expand our team in Raleigh and the coastal regions this year. We love being a resource for Charlotte REALTORS® whose clients are buying in different areas. We make it a smooth transition while keeping in good communication with our referring partners, making sure they stay connected to their clients.”

While some people might picture Joe as a Man in Black showing up in shades and taking life too seriously, his family and friends know he’s a jokester who likes to have fun. He’s also a big outdoorsman who likes to hunt, fish, hike, and camp. In addition, he and his family enjoy boating and visiting the coast, where his daughter swims like a dolphin and his ten-year-old Lab, Abby, loves to roam. Back in Charlotte, Joe emphasizes the importance of building organic relationships and getting to know people outside of work, especially over a good glass of bourbon or wine. It’s a great way to relax after a busy day of looking out for clients!



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HOLLY Webster

versatility is key for

▶▶ standout agent

Holly Webster of Helen Adams Realty

Written by Heather Pluard



Photo by Jessica Arden Photography



Photo by
Bryan Bazemore

Versatility is the key to REALTOR® Holly Webster's rapid success. Unafraid to step out of her comfort zone, this Atlanta, GA, native moved to Charlotte six years ago and started her business from scratch. Today, she's one of Helen Adam's most respected agents.

"I strive to provide the highest level of customer service, and I do this by actively listening to my clients," Holly says. "Every buyer and seller is different. So I work hard to make sure I am proactively guiding my clients along the right path, meeting their needs while staying competitive in our current market."

Holly already had a wealth of real estate experience when she obtained her license in 2016. After graduating from Georgia Tech with a Bachelor of Science in Building Construction, she moved to Colorado. For the next eight years, she worked for a property management company in Breckenridge and a luxury custom home builder in Vail. The experience reinforced her passion for sustainable building practices and positive living environments.

"My background helps me serve clients more comprehensively," Holly says. "I love working with first-time homebuyers, but I'm also experienced with custom home building and remodeling. My husband is a general contractor, and we have remodeled homes with our family, so I have a

...

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I strive to provide the highest level of customer service, and I do this by actively listening to my clients. ...



Photo by Bryan Bazemore

... Every buyer and seller is different. So I work hard to make sure I am proactively guiding my clients along the right path, meeting their needs while staying competitive in our current market.



... thorough understanding of a home's potential that others might not see. I encourage my clients to consider the big picture in real estate. This market can be discouraging, and it can be easy to get lost in the details of home buying if you don't stay focused on the goal – which is to make a move."

When Holly and her husband made their move to Charlotte, where he was born and raised, she didn't know anyone outside of his family. She chose to launch her career at Helen Adams Realty because they're a locally based, family-owned business dedicated to high-quality customer service and staying on top of the market.

"They never cease to amaze me!" Holly says. "My best advice to new agents is to find a brokerage that is right for them, work hard, be persistent, and don't give up. Creating real change in your life is worth the effort. I built my business by finding ways to meet people organically, hosting multiple open houses, and getting involved with my community."

Today, Holly is a member of the Canopy REALTOR® Association and on the fair and affordable housing advisory group. She also earned the NAR Green Designation and remains committed to sustainable building. Her favorite thing to do is spend time with family, including her husband, two children, and two Aussie Shepherd puppies. They all love family adventures, working outside on their homestead, and taking care of their 16 free-range chickens.



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TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
1	Jerry Smith	NVR Homes, Inc./Ryan Homes	227	89,220,225	393,041	1.06
2	Jimmy McClurg	Meritage Homes of the Carolina	166	67,504,580	406,654	0.8
3	Bradley Flowers	Opendoor Brokerage LLC	151.5	58,784,969	388,020	0.7
4	Joy Thomas	Enjoy Charlotte Living LLC	117	43,495,739	371,758	0.52
5	Steve Casselman	Austin Banks Real Estate	103	33,500,300	325,246	0.4
6	Margaret Craker	Mark Spain Real Estate	89	33,193,723	372,963	0.4
7	Michael Conley	Eastwood Homes	62	26,857,369	433,183	0.32
8	Adam Martin	TLS Realty LLC	67	25,044,656	373,801	0.3
9	Matt Stone	The Matt Stone Team	53	23,182,221	437,400	0.28
10	Barbara Harris	Mark Spain Real Estate	63	22,275,925	353,586	0.27
11	Stacey Sauls	Keller Williams Connected	31.5	21,577,373	684,996	0.26
12	Bill Esterline	BEI Realty Group LLC	59	19,393,000	328,695	0.23
13	Koji Krzywosz	Mark Spain Real Estate	49	17,913,850	365,589	0.21
14	Thomas Shoupe	Opendoor Brokerage LLC	43	16,702,000	388,419	0.2
15	Debbie Micale	Hopper Communities INC	30	15,511,083	517,036	0.18
16	Cherie Burris	RE/MAX Executive	63	14,718,377	233,625	0.18
17	Cathy Wiesneth	Toll Brothers Real Estate Inc	25	14,643,610	585,744	0.17
18	Aubrey Grier	Dickens Mitchener & Associates	6.5	14,462,500	2,225,000	0.17
19	Victoria Mitchener	Dickens Mitchener & Associates	6	14,432,500	2,405,417	0.17
20	Phil Puma	Puma & Associates Realty, Inc.	29.5	14,419,075	488,782	0.17
21	Alison Alston	EXP Realty LLC	42.5	14,312,300	336,760	0.17
22	Kenneth Panora	Zillow Homes Inc	35	14,185,600	405,303	0.17
23	Jenny Miller	David Weekley Homes	30.5	14,161,762	464,320	0.17
24	Lori Jackson	Ivester Jackson Properties	5.5	14,080,000	2,560,000	0.17
25	Meg Kerlin	Zillow Homes Inc	33.5	13,970,830	417,040	0.17
26	Brannon Whitesell	Zillow Homes Inc	33	13,887,200	420,824	0.17
27	Mary Keller	Zillow Homes Inc	31	13,726,500	442,790	0.16
28	Balaji Tatineni	JVC Realty, LLC	29	13,570,564	467,950	0.16
29	Catherine Weide	Zillow Homes Inc	33	13,399,733	406,053	0.16
30	Nicole George	Keller Williams Ballantyne Area	28.5	13,190,197	462,814	0.16
31	Lisa McCrossan	Ivester Jackson Distinctive	4	13,182,000	3,295,500	0.16
32	Kris Boschele	Ideal Realty Inc	38	13,176,726	346,756	0.16
33	Trent Corbin	Keller Williams South Park	34	12,686,750	373,140	0.15

Rank	Agent Name	Office	Count	Volume	Average	Market Share
34	Bala Sure	RE/MAX Executive	26	12,515,225	481,355	0.15
35	Ron Breese	RE/MAX Executive	27.5	12,293,175	447,025	0.15
36	Heather Gibbs	Corcoran HM Properties	11	12,277,918	1,116,174	0.15
37	Matt Sarver	Keller Williams Lake Norman	20.5	12,152,268	592,794	0.14
38	Min Li	ProStead Realty	25.5	12,139,991	476,078	0.14
39	Michael Morgan	RE/MAX Executive	7.5	12,009,250	1,601,233	0.14
40	David Hoffman	David Hoffman Realty	8	11,733,803	1,466,725	0.14
41	Roger V. Berrey	RE/MAX Executive	8	11,528,540	1,441,068	0.14
42	Chuck Calvello	Ivester Jackson Distinctive	9.5	11,464,250	1,206,763	0.14
43	Greg Martin	MartinGroup Properties Inc	20.5	11,286,869	550,579	0.13
44	Kranthi Aella	Red Bricks Realty LLC	27	11,250,555	416,687	0.13
45	Bill Wagenseller	EXP REALTY LLC	6	11,152,772	1,858,795	0.13
46	Chris Burlos	RE/MAX Executive	4	10,395,000	2,598,750	0.12
47	Meghan Lluberas	Dickens Mitchener & Associates	10	10,380,368	1,038,037	0.12
48	Andy Griesinger	EXP Realty LLC	21	10,324,900	491,662	0.12
49	Libby Gonyea	Helen Adams Realty	11	10,233,000	930,273	0.12
50	Susan Ayers	Clickit Realty	30	10,129,200	337,640	0.12

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TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
51	Jack Marinelli	Helen Adams Realty	15.5	10,042,990	647,935	0.12
52	Bobby Sisk	Nestlewood Realty, LLC	21	10,035,300	477,871	0.12
53	Chelsea Weisensel	Keller Williams Ballantyne Area	17	9,840,819	578,872	0.12
54	Nancy Braun	Showcase Realty LLC	41.5	9,706,858	233,900	0.12
55	Ann-Dorthe Havmoeller	Allen Tate Steele Creek	13	9,607,435	739,033	0.11
56	Don Gomez	C-A-RE Realty	26.5	9,517,600	359,155	0.11
57	Gina Lorenzo	COMPASS Ballantyne	11	9,510,400	864,582	0.11
58	Michele Scott	EHC Brokerage LP	15	9,446,699	629,780	0.11
59	Drew Choate	Keller Williams Connected	16.5	9,268,012	561,698	0.11
60	Patty Hendrix	Corcoran HM Properties	5	9,211,824	1,842,365	0.11
61	Christy Bradshaw	RE/MAX Leading Edge	20.5	9,120,526	444,904	0.11
62	Gopal Kasarla	Prime Real Estate Advisors LLC	21	8,852,537	421,549	0.11
63	Brett Carraway	Northstar Real Estate, LLC	18	8,772,559	487,364	0.1
64	Mark Linch	Longvale Investments INC	35.5	8,743,450	246,294	0.1
65	Chris Klebba	RE/MAX Executive	17	8,663,900	509,641	0.1
66	Kyle Bender	EXP Realty LLC	20	8,645,165	432,258	0.1
67	Brooke Arey	Pulte Home Corporation	14	8,532,146	609,439	0.1
68	Lauren Dayton	Helen Adams Realty	11	8,514,500	774,045	0.1
69	Becca Waybright	Simonini Realty Inc	6	8,508,444	1,418,074	0.1
70	Minna Henry	Zillow Homes Inc	20	8,502,400	425,120	0.1
71	Meghan Wilkinson	Corcoran HM Properties	5	8,387,500	1,677,500	0.1
72	Greg Stallard	SM North Carolina Brokerage LLC	19	8,266,960	435,103	0.1
73	Callie Kelly	Cottingham Chalk	3	8,178,000	2,726,000	0.1
74	Cam Barnett	Pulte Home Corporation	12	8,128,415	677,368	0.1
75	Joan Goode	Dickens Mitchener & Associates	10	8,027,500	802,750	0.1
76	Lucy Butler	Cottingham Chalk	4	8,010,000	2,002,500	0.1
77	Stan Perry	Helen Adams Realty	7	8,008,500	1,144,071	0.1
78	Ashley McMillan	Dickens Mitchener & Associates	7	7,939,000	1,134,143	0.09
79	Perry Butler	Better Homes and Gardens Real	26	7,935,100	305,196	0.09
80	Chelsea Pegram	Southern Charm Realty &	7	7,870,000	1,124,286	0.09
81	Jessie Colburn	Kirkwood Realty LLC	20	7,756,000	387,800	0.09
82	Ryan Palmer	Realty ONE Group Select	15.5	7,748,356	499,894	0.09
83	Maren Brisson	Corcoran HM Properties	8	7,685,900	960,738	0.09

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TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
84	Mary Helen Tomlinson Davis	Helen Adams Realty	9	7,647,000	849,667	0.09
85	Derek Borte	Pulte Home Corporation	11.5	7,515,704	653,539	0.09
86	Susan May	Corcoran HM Properties	7	7,515,000	1,073,571	0.09
87	Lisa Varon-Soto	Keller Williams Connected	7	7,486,909	1,069,558	0.09
88	Matt Claxton	My Townhome LLC	13.5	7,399,958	548,145	0.09
89	Joe Viotto	Lennar Sales Corp	17	7,398,094	435,182	0.09
90	Tracy Olson	CCNC Realty Group LLC	19	7,351,062	386,898	0.09
91	Jon DiCiasare	CCNC Realty Group LLC	19	7,351,062	386,898	0.09
92	Philip Ostwalt	Ronald Scott Properties Inc	23	7,332,750	318,815	0.09
93	Jessica Martin	TSG Residential	7	7,323,137	1,046,162	0.09
94	Peggy Peterson	Corcoran HM Properties	8	7,321,200	915,150	0.09
95	Paul Sagadin	Charlotte Living Realty	12	7,318,900	609,908	0.09
96	Mike McLendon	McLendon Real Estate Partners,	13	7,235,360	556,566	0.09
97	Sally Awad	Weichert Realtors Sally Awad	10	7,212,600	721,260	0.09
98	Tony Karak	Better Homes and Gardens Real	18	7,195,691	399,761	0.09
99	Amy Gamble	Helen Adams Realty	11	7,175,928	652,357	0.09
100	Kristin Wing	DR Horton Inc	14.5	7,168,994	494,413	0.09

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
101	Amy Baker	Allen Tate University	18	7,111,843	395,102	0.08
102	Debbie Monroe	Lake Norman Realty Inc	10	7,068,610	706,861	0.08
103	Ken Ledbetter	Lake Realty powered by Canzell	14.5	7,012,400	483,614	0.08
104	David Upchurch	David Upchurch Real Estate	13	6,983,400	537,185	0.08
105	Sudhakar Meenige	Sudhakar Homes	14	6,913,474	493,820	0.08
106	Nicole Leininger	Premier Sothebys International	7	6,881,000	983,000	0.08
107	Scott Pridemore	COMPASS Southpark	6	6,851,250	1,141,875	0.08
108	Andrew Sharpe	SE Premier Properties LLC	12.5	6,765,000	541,200	0.08
109	Jennifer Jackson	Allen Tate SouthPark	2	6,761,700	3,380,850	0.08
110	Valerie Mitchener	Corcoran HM Properties	4.5	6,710,000	1,491,111	0.08
111	Samuel Nueman	Nueman Real Estate Inc	28	6,694,200	239,079	0.08
112	Kevin Walsh	Lennar Sales Corp	13.5	6,690,206	495,571	0.08
113	Suzanne Roth	Fielding Homes LLC	13	6,676,193	513,553	0.08
114	Cannon Walker	Lennar Sales Corp	11.5	6,619,234	575,586	0.08
115	Chris Rogalski	Ideal Realty Inc	15	6,616,200	441,080	0.08
116	Jay White	Keller Williams Ballantyne Area	16	6,554,092	409,631	0.08
117	Stephen Scott	Realty Dynamics Inc.	17	6,498,379	382,258	0.08
118	Jeremy Ordan	Allen Tate Providence @485	12	6,479,775	539,981	0.08
119	Tim Melton	Sycamore Properties Inc	18	6,479,220	359,957	0.08
120	Michael Wright	James Custom Homes Inc	7	6,477,130	925,304	0.08
121	Monte Grandon	Wilkinson ERA Real Estate	10	6,431,503	643,150	0.08
122	Suzette Gray	Coldwell Banker Realty	10	6,404,070	640,407	0.08
123	Emma Walker	Better Homes and Gardens Real	9	6,306,376	700,708	0.08
124	George Joseph	KJ Realty LLC	17	6,278,001	369,294	0.07
125	Paul Sum	Coldwell Banker Realty	18	6,267,500	348,194	0.07
126	Brian Belcher	RE/MAX Executive	13.5	6,262,183	463,865	0.07
127	Jill Moyer	Redfin Corporation	11.5	6,179,219	537,323	0.07
128	Dorothy Stark	Dickens Mitchener & Associates	2.5	6,175,000	2,470,000	0.07
129	Leigh Corso	Cottingham Chalk	6.5	6,145,104	945,401	0.07
130	Jessica Smith	Keller Williams South Park	15	6,142,146	409,476	0.07
131	Nadia Meredith	Cottingham Chalk	5	6,103,000	1,220,600	0.07
132	Kate Terrigno	Corcoran HM Properties	10	6,080,200	608,020	0.07
133	Bala Mekala	Eesha Realty LLC	13	6,070,860	466,989	0.07

TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
134	Mike Morrell	Keller Williams Connected	14.5	6,052,501	417,414	0.07
135	Lind Goodman	BSI Builder Services	11	6,045,552	549,596	0.07
136	Ben Bowen	Premier Sotheby's International	5	6,037,000	1,207,400	0.07
137	Jackie Smith	RE/MAX Executive	7	6,033,700	861,957	0.07
138	Anne Brade	RE/MAX Executive	12	6,031,000	502,583	0.07
139	Manjesh Gorajala	NorthGroup Real Estate, Inc.	13	6,030,760	463,905	0.07
140	David Wood	Pilot Realty & Development	25	6,027,898	241,116	0.07
141	Heather Cook	Real Broker LLC	12.5	5,963,091	477,047	0.07
142	Jamie Warner	SDH Charlotte LLC	13	5,927,815	455,986	0.07
143	Angela Purvis	RE/MAX Executive	22	5,906,650	268,484	0.07
144	Lawrie Lawrence	Century 21 Lawrie Lawrence	4.5	5,883,500	1,307,444	0.07
145	Laura Maultsby	Maultsby Realty Group	14.5	5,875,563	405,211	0.07
146	Melissa Berens	Keller Williams South Park	12.5	5,815,175	465,214	0.07
147	Robin Hurd	Carolina Realty Solutions	12	5,780,400	481,700	0.07
148	Lori Scherrman	First Priority Realty Inc.	9	5,776,500	641,833	0.07
149	Ashley Lapointe	RE/MAX Executive	8.5	5,774,661	679,372	0.07
150	Cory Wing	CCNC Realty Group LLC	15	5,767,895	384,526	0.07

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
151	Mike Feehley	Ivester Jackson Distinctive	5	5,760,000	1,152,000	0.07
152	Liza Caminiti	Ivester Jackson Distinctive	5	5,760,000	1,152,000	0.07
153	Michelle Alexander Hovey	The Alexander Realty Group	7	5,748,000	821,143	0.07
154	Dianne McKnight	RE/MAX Executive	7	5,722,000	817,429	0.07
155	Douglas Christen	Nestlewood Realty, LLC	13.5	5,712,850	423,174	0.07
156	Julie Cash	J Cash Real Estate	5	5,687,510	1,137,502	0.07
157	John Peters	JPeters Realty, LLC	10	5,683,450	568,345	0.07
158	Mary Palmes	Allen Tate Statesville	11.5	5,663,500	492,478	0.07
159	Tom Palmer	Terra Vista Realty	7	5,658,500	808,357	0.07
160	Corina Elliott	DR Horton Inc	11	5,649,194	513,563	0.07
161	Ghada Aljakhbeer	DR Horton Inc	11	5,649,194	513,563	0.07
162	Jon Bartholomew	Redfin Corporation	13	5,552,714	427,132	0.07
163	Cara Morris	Mark Spain Real Estate	15	5,501,900	366,793	0.07
164	Heather Mackey	Mackey Realty LLC	5	5,484,900	1,096,980	0.07
165	Chip Jetton	Cottingham Chalk	7	5,469,000	781,286	0.07
166	Justin Sciranko	Keller Williams Lake Norman	11	5,459,201	496,291	0.07
167	Catherine Taylor	Allen Tate Lake Norman	4	5,456,000	1,364,000	0.07
168	Evelyn Vargas	Lennar Sales Corp	12.5	5,451,078	436,086	0.06
169	Matt Cox	Keller Williams South Park	8	5,446,500	680,813	0.06
170	Mary Ann Dumke	Pulte Home Corporation	7	5,434,962	776,423	0.06
171	Wendy Dickinson	Coldwell Banker Realty	11	5,432,965	493,906	0.06
172	Lilliah Moseley	Redfin Corporation	12	5,424,500	452,042	0.06
173	Cristina Grossu	Realty ONE Group Select	9.5	5,420,935	570,625	0.06
174	Becky Boan	Allen Tate Mooresville/Lake	6	5,399,900	899,983	0.06
175	Brent "Andy" Bovender	COMPASS Southpark	10.5	5,398,640	514,156	0.06
176	Matthew Means	COMPASS Southpark	10	5,397,804	539,780	0.06
177	Mark McClaskey	Wilkinson ERA Real Estate	10.5	5,374,937	511,899	0.06
178	Jaci Reynolds	RE/MAX Executive	21	5,367,400	255,590	0.06
179	Mike Sanacore	CCNC Realty Group LLC	14	5,350,415	382,173	0.06
180	Ginny Barker	Keller Williams Unified	12	5,346,740	445,562	0.06
181	Enrique Alzate	NorthGroup Real Estate, Inc.	17	5,290,643	311,214	0.06
182	Jill Gadd	Pulte Home Corporation	7	5,288,947	755,564	0.06
183	Noah Goldberg	Redfin Corporation	11	5,238,900	476,264	0.06

TOP 200 STANDINGS

Information Pulled From MLS Listings From March 8, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
184	Nadine Wynn	Keller Williams Lake Norman	3.5	5,200,000	1,485,714	0.06
185	Cindy Hope	Allen Tate Matthews/Mint Hill	12	5,179,274	431,606	0.06
186	Joseph McMurry	Allen Tate Matthews/Mint Hill	10	5,167,945	516,795	0.06
187	Gretel Howell	Allen Tate Lake Norman	9	5,108,000	567,556	0.06
188	Steve Rogers	S Rogers Properties	2	5,100,000	2,550,000	0.06
189	Ken Coronet	Realty ONE Group Select	3	5,081,250	1,693,750	0.06
190	Mercedes Dockery	EXP Realty LLC Mooresville	16	5,077,435	317,340	0.06
191	Monique Kollman	Alpha Omega Realty	4	5,069,000	1,267,250	0.06
192	Stephanie Burton	Coldwell Banker Realty	13	5,064,100	389,546	0.06
193	Laurens Adams Threlkeld	Helen Adams Realty	6	5,060,000	843,333	0.06
194	Robert McClure Jr	EXP REALTY LLC	13	5,050,100	388,469	0.06
195	Thomas Elrod	Keller Williams Ballantyne Area	12	5,043,563	420,297	0.06
196	Elizabeth Phares	Allen Tate Center City	7	5,022,000	717,429	0.06
197	Kathryn Pearson	Cottingham Chalk	6	5,016,860	836,143	0.06
198	Linda McLendon	Lennar Sales Corp	10	4,988,418	498,842	0.06
199	Angela Kruger	Lennar Sales Corp	10	4,988,418	498,842	0.06
200	Brad Walser	Carolina Land and Home LLC	50	4,984,500	99,690	0.06

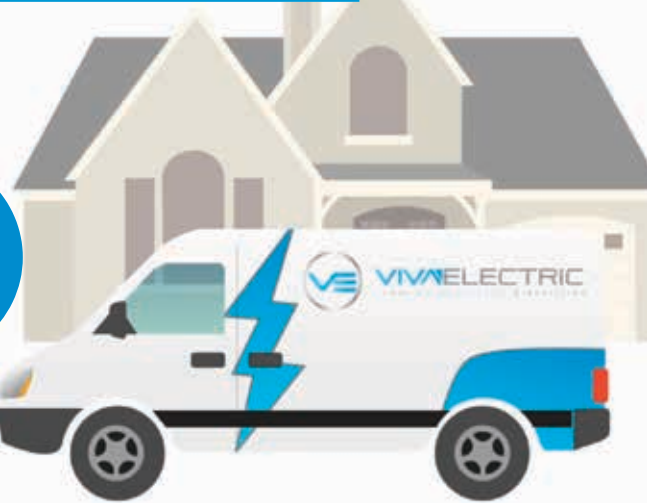
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