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**Tom Bramhall**

Publisher  
tom@CharlotteReal  
Producers.com



**Katie Connelly**

Editor  
Creative@Charlotte  
RealProducers.com



**Kelly Klemmensen**

Photographer, Owner of Kelly  
Klemmensen Photography  
kellyklemmensennllc@gmail.com



**Edna Loya Luna**

Marketing Director  
events@charlotterealproducers.com



**Taylor Grossman**

Client Concierge



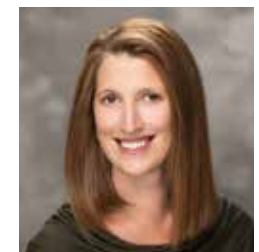
**Heather Pluard**

Writer



**Allison Parker**

Writer  
AllisonParkerWrites.com



**Mallory Benz**

Writer



If you are interested in contributing or nominating Realtors for certain stories,  
please email us at [tom@charlotterealproducers.com](mailto:tom@charlotterealproducers.com).

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» top producer

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

# Katie Harrison

*Success is finding your passion and creating a life from that*

## of Nestlewood Realty

**A**s the Roman philosopher Seneca said, luck is what happens when preparation meets opportunity. So, with hard work, thoughtful planning and the ability to seize the day, Katie Harrison is the prime example of a lucky REALTOR®! At 38 years old, she's already sold over \$150 million in real estate and is a partner in one of Charlotte's coolest boutique brokerages, Nestlewood Realty.

"I truly appreciate everything I have earned," Katie says. "Including the trust of my clients, the growth of my business and making partner at Nestlewood Realty. We have such a cool and refreshing vibe here. It's a positive environment to work in, especially in a chaotic real estate world like it's been lately."

A Minnesota native, Katie graduated from Bradley University in Peoria, IL, with a bachelor's degree in business marketing. That summer, she moved to Charlotte to be closer to her older sister, who is also her best friend. Then, she connected with an agent in Lake Norman and decided real estate was the perfect fit for her. Katie obtained her license in 2006 and launched her career at Allen Tate as a buyer's agent on a top-producing team.

"After my first year in business as a REALTOR®, the housing market crashed, and it was one of the toughest times in my life," Katie says. "But it was also the best thing to happen to my career. I was just 22 years old and only knew a couple of people in Charlotte at that time. I was trying to grow a business while fighting an uphill battle as a new agent in a housing crisis. I lived poor and barely could afford any means, but I got through it and





“MY LIFE CHANGED QUICKLY,  
BRINGING A NEW INVIGORATION  
TO MY BUSINESS AS

I NOW HAVE SOMETHING TO  
WORK FOR BESIDES MYSELF.  
MY FAMILY IS EVERYTHING.”







came out ahead in the end. Because of those early experiences, I have always operated a lean business model and have a conservative approach to life.”

Which isn’t to say Katie doesn’t take risks. In 2010, she joined Nestlewood Realty when just three others were there. The move was a huge success. “It’s been an incredible journey with amazing colleagues,” she says. “We now have 40 licensed agents/builders. I am passionate about our brand, integrity and helping our agents succeed. I love being a mentor to them! Success is finding your passion and creating a life from that.”

With \$25 million in sales last year, Katie has excellent advice. “Create a vision board,” she says. “As soon as I started writing down my goals and visualizing them, it changed my business. Also, have a morning routine. My days significantly improved once I established a better structure. Finally, don’t be afraid to ‘fake it ‘til you make it.’ We all have to start somewhere in this business.”

Katie worked nonstop for years and made a lot of personal sacrifices in the name of real estate, but it’s also how she found love. “My husband, Brian, was a former client,” she smiles. “We started dating in 2016, were engaged in 2017, married in 2018 and had our first child, Millie, in 2019. My life changed quickly, bringing a new invigoration to my business as I now have something to work for besides myself. My family is everything. They are my biggest supporters and fans! You can usually find us at a brewery or a community park on any given weekend. We also love to frequent our beach home in Hilton Head, SC, and travel, especially to Europe.”

Overbrimming with positive energy, Katie recently created a brand, Queen City Real Estate Pro. “I’ve created a website and online presence for things outside of property searches, like travel, local events in Charlotte, seasonal products to shop for, etc.,” she says. “Eventually, I would love to write a book and create a podcast. I’m passionate about sharing my knowledge and love for all things real estate. In addition, I love everything health, fitness and wellness. I have competed in half marathons and marathons representing a Charlotte race team through Charlotte Running Company, and I ran the Boston Marathon for four consecutive years, 2014 through 2017. My record marathon time is 3:04. Brian is training for the 2022 Chicago Marathon, and I’m super proud of him. We are fundraising for St. Jude Children’s Hospital for his entry.”

Today, Katie is leveraging her years of experience to find more work/life balance. “Real estate fits perfectly into this season of my life, as I have the flexibility and the freedom to do things with my family. Of course, I still grind, but being a wife and a mom comes first. The creative piece to my brand and business is still to be told, which is exciting, and I feel lucky to have a career that evolves with me.”





COMPETITIVE BY NATURE,  
IT'S "GAME ON" WITH  
**ANTHONY**  
**DIGIOIA**



▶ rising star

Written by Allison Parker.  
Photos by Kelly Klemmensen Photography.

**Anthony DiGioia is in constant momentum — whether it be in sports or real estate.**

Initially from the South Jersey/Philadelphia area, Anthony moved to Charlotte in 2001 when he was 4 years old. Growing up in the Lake Norman Area, he graduated from the Davidson Day School. A natural athlete, Anthony grew up playing football and basketball. His talents earned him a spot with Furman University's football team. Later, he transferred and graduated from Clemson University in 2019 with a major in finance and real estate and a minor in accounting.



When the graduation cap toss finished at commencement, Anthony knew exactly what field he was going to play on. He promptly obtained his real estate license in 2019 and since then it's been GAME ON!

Anthony jumped into the business with his father at DiGioia Realty. With his mom running the property management side, the firm is a "one-stop shop" for buyers, sellers and investors, as all bases are covered under one roof.

While some may think it can be difficult working with a parent, especially a dad, Anthony finds it quite the opposite.

Anthony explained, "My father and I have a very unique relationship. When I tell people I work with my dad, most people say that they could never work for their dad. ...

Even though my father is the BIC and owns/started our firm, we have more of a partner/mentor relationship rather than a boss and





...

employee relationship. “I would not have a fraction of the success without leaning on his knowledge and expertise. If a client emailed me a question at 10 p.m. on a Friday, I could call my dad and get the answer so quickly that when I responded to the client, there was no doubt in their mind that I didn’t know the answer.”

Being a numbers guy, DiGioia analyzes his performance stats, such as volume and closings, like a coach with a playbook. With a career volume of 51 closings at \$21,118,914 (plus if you include under contract and set to close 54 closings - \$23,051,647), he is bringing his “A” game. His performance has been recognized in 2020 and 2021 as a finalist for the “Normy Award” by Lake Norman Media Group for Best Real Estate Agent and a “Rising Star REALTOR® of Charlotte” by Five Star Professional in 2020 and 2021.

His hard work has garnered him increases over the past three years. In 2019, his first partial year of real estate, he had three closings with a volume of \$607,000. In 2021, his first full year of being a licensed REALTOR®, he achieved a volume of \$3,885,800 with 13 closings. In 2021, he tracked an 84% increase from 2020’s volume, coming in at \$7,134,759 (an increase of 3.25 million!). 2022 is tracking at 25 closings and a volume of over \$14,000,000.

A key strength for Anthony is that he is a team player as well as a coach with his clients.

He explains, “I go above and beyond for my clients. I pride myself on having great relationships with my clients — I am never off the clock unless I’m sleeping. I’m also a huge number and strategy guy, from terms in the offer or giving investors a 10-year income analysis on a rental property.”

Anthony loves being in the thick of the game with his clients.

“I love when I am able to exceed my client’s expectations. Using different strategies in repair negotiations, making competitive offers or reviewing offers that come in on a listing, I excel in being able to get the best possible outcome for my client. Phone calls to my client when they are happily surprised that we got \$X amount in a repair credit or won a bidding war versus 30 other offers is one of my favorite parts of my job.”

Anthony offered this advice to new agents whose age may be a concern: “Try to be as attentive and diligent on the phone as possible before meeting a client in person. Utilize past client reviews to lean on and also show potential clients stats to back up the positive reviews. My go-to recently is I was in the top 4% of all agents in the MLS for buy-side volume in 2021.”

When asked about his future plans, Anthony is proactive and noted, “I hope to be in real estate forever and take over DiGioia Realty when my father retires.”

Sports and community service play a big part in Anthony’s life to this day and will always. He loves football so much he was even a quarterback coach at Providence Day School in 2020. As well, he and his family are huge Carolina Panthers, Charlotte Hornets and Charlotte Checkers fans. He also supports mental health awareness through Movember. A moving moment where a friend had committed suicide drove Anthony and his Clemson fraternity brothers to start a scholarship fund in honor of Mills Griffin. The link to the site has more information on this wonderful tribute: <https://sigmanu.crowdchange.co/25812>.



“

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## ▶▶ partner spotlight

Written by Heather Pluard. Photos by Kelly Klemmensen Photography.

MAKING PEOPLE FEEL AT EASE ABOUT THEIR HOME PURCHASE

# JUSTIN GRANT

## OF JC GRANT INSPECTIONS

After realizing a suit and tie weren't for him, Arizona native Justin Grant left the banking industry to work in construction. He also made time for ministry at his church, where he learned to build souls. Today, as the owner of JC Grant Inspections LLC, Justin is wholly focused on positively impacting the lives of his clients, team members and REALTOR® partners.

"Our goal as a company is to help make the agents' lives easier, lift them up, add value to them and ensure our mutual clients have the best experience possible," Justin says. "Home inspections can be nerve-racking for many people, but we enjoy walking them through the process and eliminating stress. It's rewarding to make people feel at ease about what is likely the biggest purchase of their entire lives. We do that by sharing information in a way that is simple to understand and easily digestible."

Formerly a ranch hand, Justin worked his way up the banking industry ranks, first as a teller, then a personal banker, next as a manager and ultimately as a mortgage loan officer. Then, dissatisfied with corporate America, Justin left banking to work in men's ministry at his church of over 10,000 parishioners. "Ministry took me on over a dozen mission trips abroad, and I sat on the board of directors for the missions team in Mexico before eventually working full-time in construction," he says. "I've done everything from rebar to hardscaping, door, window and gate installs, roofing, home remodeling and solar panels. I also enjoyed teaching and training others."

A series of minor back operations left Justin unable to lift the heavy loads required in construction, so he started thinking about a new career. After consulting with a friend and family member in the home inspection industry, he fell in love with the idea of using his talents to help people make informed purchases in real



estate. "I bought a National Property Inspections franchise in Randolph, Davidson and Montgomery County when I first moved to North Carolina," Justin says. "After two and a half years, I bought out my non-compete agreement with the franchise and started JC Grant Inspections LLC. We are passionate about what we do because we get to help people and impact their lives, and that's the core of our business model and culture."

Clients, team members and agents alike benefit from Justin's approach. "We strive to make REALTORS®' jobs a little easier, creating more time for them to focus on building their business or working on the things they truly enjoy doing," he says. "As I was thinking about the foundation of my new business and what I wanted it to be, I had a significant focus on leadership development. While building this company, I've included resources for my team to help them inside and outside of work. The biggest win for me is when I can help someone tap into their true potential, how they are wired and what they are passionate about, then follow up with the resources and tools they need to point them in the right direction and pull the trigger. When that happens, I feel like everything else begins to fall into place."

Everyone on the JC Grant Inspections LLC team learns corporate leadership, business development and management skills. In addition, they are intentional about reading and implementing tools in books like *Good to Great*, *The Five Dysfunctions of a Team*, and many more. "Home inspections are a critical part of the home buying/selling process," Justin says. "While our team is dedicated and focused on providing the best inspection possible without being an alarmist, we understand that we are in the people business."

...



...

Essential people in Justin's life include his wife, Kaitlin, and their two beautiful baby girls, Vera (2 years old) and Edith (8 months old). They live in the country on about 20 acres and love being outdoors. Kaitlin's family still lives on the farm she grew up on just a few minutes up the road, and they spend a lot of time hunting, fishing, farming and visiting together. During the summer, they enjoy water sports and relaxing at Lake Tillery. Justin and his family are also heavily involved with their church in Asheboro, where they serve on Sundays and throughout the week.

"I love spending time with my girls," Justin smiles.

"Typically, we are a family that is going all the time. I mow about 8 acres every five days and maintain our pond plus all the other landscaping, and my 2-year-old likes to help. She has her own tools and enjoys riding on the zero-turn. We all enjoy seeing a nice, well-kept property!"

JC Grant Inspections LLC covers most of North Carolina and offers residential and commercial inspections. Additional services include scheduling pest inspections, full-panel water testing, radon testing and sewer scans.

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When you get the best, you can give the best

# Andy Dameron

of Keller Williams SouthPark

## agency profile

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

**W**hen you get the best, you can give the best, and REALTOR® Andy Dameron has built a thriving business by doing both. Since obtaining his license in 2017, he's focused on providing his clients maximum value and white-glove service. Ready to expand his reach, Andy launched The Dameron Group in 2019. This growing team of four ended 2021 with \$29 million in sales and countless five-star reviews.

*"Clients are our utmost priority, not closings," Andy says. "The Dameron Group brings tremendous expertise, market knowledge and service to every step of the real estate process. We love sitting down with clients and showing them the benefits of working with our group, including netting more in the end and having a hassle-free experience. And, because we know our value and worth, we are unapologetically not discount brokers."*

*A Virginia Tech graduate, Andy majored in real estate and thought he'd follow in his parents' footsteps by becoming a commercial agent. Instead, after completing his MBA, he was recruited into the senior healthcare and recovery industry, where he spent the next 10 years. "I oversaw the purchasing and selling of assets," Andy says, "I'm a numbers guy, but I was also a hands-on executive who would visit patient bedsides with health care professionals. I have always loved impacting people's lives."*



In 2017, Andy walked away from healthcare management to pursue his original passion — real estate. "I'm an outgoing person, and real estate allows me to help people without sitting behind a desk," he says. "Today, I'm putting my numbers and negotiation skills to work for clients. I enjoy teaching them how to be successful in real estate and seeing their lifestyle progression through the years."

After talking to friends in the industry, Andy started his new career at Keller Williams SouthPark and sold over \$2 million in his first full year in the business. "Keller Williams is the best brokerage for new agents, and they have awesome training," he says. "I learned to hustle and persevered by doing an open house every Saturday and Sunday for the next six months. I also worked my sphere and became adept at turning internet leads into clients."

With more leads than he could handle himself, Andy started The Dameron Group in 2019. "It was important to me to have the best systems in place before I launch a team," he says. "For my group, I take it to the next level and invest in my business outside the brokerage. So, for example, I use a different CRM with the best follow-up and built-in systems. By doing that, I stay on the cutting edge of real estate without having to change brokerages. The grass isn't always greener elsewhere. Sometimes it's orange!"

In addition to never burning a bridge in the industry, Andy's best advice for agents is to be truthful in transactions, treat other agents respectfully and get all agreements in writing — even if it's just an email. As a team leader, he welcomes new ideas and ways of

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approaching real estate. “Diversity is a part of our culture,” Andy says. “And so is having fun. We believe in working and playing hard while finding balance in life. We cover for each other, so The Dameron Group is always available seven days a week, but everyone can take their vacations and have time off.”

Giving back to the community is also essential to Andy. He’s passionate about supporting Rebuilding Together of Greater Charlotte (RTGC). After serving on the board for five years, he recently stepped down as the treasurer but will continue to volunteer and help the organization both individually and with his team. “Access to affordable housing is a terrible crisis,” Andy says. “RTGC keeps people in generational homes. We pick a neighborhood and repair and remodel homes at zero cost to homeowners, helping them stay safe in their homes and pass on wealth to their descendants.”

Recently, Andy bought a vacant lot off-market in McCrorey Heights, where he and his newly wedded spouse, Steven Marano, got married and are building a custom home. “We are hoping it’s done in October so we can have a fall house-warming/wedding celebration,” Andy smiles. “Steven and I met in 2019, sailed through COVID-19 together, got engaged last year on a cruise and plan to visit the justice of the peace soon. He is the best!”

To learn more about Rebuilding Together of Greater Charlotte, please visit <https://www.rebuildingtogetherclt.org>.



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We serve ... We don't sell.

# Claire O'Neal

of Costello REI

Empathy is a superpower in this industry. As a former nurse, real estate investor and homeschooling mom, REALTOR® Claire O'Neal excels at understanding her clients' feelings and helping them cross the finish line as smoothly and painlessly as possible. While Claire has never called herself a hero, her clients adore her, and she's earned her Rising Star status by working hard and putting others first.

"One of my affirmations is to create happiness and positivity around me in business and life," Claire says. "I want people to be better for having met or worked with me. So my prayer every morning is to find ways to add value to people's lives daily. I always tell my team, 'We serve ... we don't sell.' That's my vision for how I want to live as a person and a business owner."



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**CLAIRE O'NEAL HOMES**

▶ **standout agent**

Written by **Heather Pluard**.  
Photography by **Erika** with  
Julia Fay Photography

Before obtaining her license in 2018, Claire had been flipping homes in the Charlotte area on and off for 25 years. "I enjoyed it so much that I finally decided to get my license and help other people buy and sell homes," she explains. "Being an agent combines my passion for helping people with my business acumen. My nursing background gave me a more empathetic perspective, and my experience flipping homes and owning rental properties allows me to understand investors' challenges better. As a result, I can customize each client's experience to give them what they need the most."

Now working with EXP Realty, Claire is passionate about doing real estate alone but together. "I began working as a buyer agent at Keller Williams South Park," she says. "In 2019, I moved to Costello Real Estate and Investments, where I found myself as a solo agent with no team and no leads. I quickly discovered that real estate is hard to do all by yourself."

Fortunately, Claire had an excellent coach, Marissa Boyle, who encouraged her to choose two lead levers and concentrate on them for 90 days. "I decided to

focus on for sale by owners, learn their needs and dive in to help them," Claire says. "I made cold calls every morning and did one to two open houses every weekend. Most agents are afraid to make cold calls, but I learned to love it. I met some great people I wouldn't have otherwise met, and I helped many of them make more money than they would have if I hadn't called on them. In 90 days, I went from zero leads to six pending and ended 2019 as Rookie of the Year for the firm. I also hired my current assistant, Caroline Montgomery, who has become my right-hand person."

In April of 2022, Claire joined EXP Realty and kept her affinity for calling on FSBO. "I find that just being helpful and doing the right thing pays off," she says. "If they sell themselves, that's great! Perhaps they will use my services down the road or refer me to someone. I learned so much from my FSBO clients about what was challenging for most sellers and how I could take some of that off of them. Now I can anticipate what they need and help them achieve their goals much more quickly, and many of them have turned into fabulous clients who have referred their family and friends to me. It's always a win!"

As a value-added service, Claire stages all of her listings herself, free of charge to clients. "Whether it is a full stage or just what





...

we call a ‘fluff up,’ we make certain each listing looks spectacular, which earns our clients the most proceeds in the end. As much as I love helping people buy, sell and invest in homes, I want to have enough passive income to have choices about when and where I work. Being with EXP Realty has exposed me to new ways of achieving that goal, and I am very excited about what the future holds.”

To help reach her dreams, Claire has started buying and holding properties using the BRRRR method. “I have a goal of owning one piece of property for every year I am in real estate,” she says. “I am using my expertise in finding very marketable properties at great prices to achieve that. I hope to teach others how to do the same, so they can build passive income to enjoy and pass along to the next generation. I am beginning to do some coaching to help other agents and share all I have learned in a short amount of time. Every Thursday morning, I have a Zoom for any agents who want to make calls ‘together.’ We learn from and support each other while moving the needle forward in our businesses. Real estate has opened so many doors for me. I feel truly blessed!”

“

Whether it is a full stage or just what we call a ‘fluff up,’ we make certain each listing looks spectacular, which earns our clients the most proceeds in the end.

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# TOP 200 STANDINGS

Information Pulled From MLS Listings From Aug. 10, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
1	Jerry Smith	NVR Homes, Inc./Ryan Homes	568	224,769,761	395,721	0.95
2	Jimmy McClurg	Meritage Homes of the Carolina	422	175,380,475	415,594	0.74
3	Bradley Flowers	Opendoor Brokerage LLC	356.5	141,706,217	397,493	0.6
4	Steve Casselman	Austin Banks Real Estate	246	85,700,983	348,378	0.36
5	Joy Thomas	Enjoy Charlotte Living LLC	226	84,892,539	375,631	0.36
6	Michael Conley	Eastwood Homes	188	84,704,106	450,554	0.36
7	Margaret Craker	Mark Spain Real Estate	176	64,904,533	368,776	0.27
8	Matt Stone	The Matt Stone Team	136	61,551,175	452,582	0.26
9	Kris Boschele	Ideal Realty Inc	140	60,335,641	430,969	0.25
10	Phil Puma	Puma & Associates Realty, Inc.	130.5	59,800,593	458,242	0.25
11	Stacey Sauls	Keller Williams Connected	78	51,090,845	655,011	0.22
12	Barbara Harris	Mark Spain Real Estate	149	51,001,675	342,293	0.22
13	Thomas Shoupe	Opendoor Brokerage LLC	147	50,168,500	341,282	0.21
14	Gina Lorenzo	COMPASS Ballantyne	44.5	46,066,087	1,035,193	0.19
15	Bill Esterline	BEI Realty Group LLC	130	45,727,700	351,752	0.19
16	Alison Alston	EXP Realty LLC Ballantyne	130.5	45,437,630	348,181	0.19
17	Adam Martin	TLS Realty LLC	112	43,865,366	391,655	0.19
18	Cherie Burris	RE/MAX Executive	163	42,842,705	262,839	0.18
19	Ned Williams	Mark Spain Real Estate	106	41,961,050	395,859	0.18
20	Jenny Miller	David Weekley Homes	77.5	39,297,489	507,064	0.17
21	Heather Gibbs	Corcoran HM Properties	33	38,493,429	1,166,468	0.16
22	Kranthi Aella	Red Bricks Realty LLC	74.5	36,911,650	495,458	0.16
23	Michele Scott	EHC Brokerage LP	51	36,257,844	710,938	0.15
24	Drew Choate	Keller Williams Connected	50.5	35,281,189	698,637	0.15
25	Susan Ayers	Clickit Realty	75	34,659,850	462,131	0.15
26	Trent Corbin	Keller Williams South Park	86	34,573,815	402,021	0.15
27	Cathy Wiesneth	Toll Brothers Real Estate Inc	57	34,561,391	606,340	0.15
28	Debbie Micale	Hopper Communities INC	63	33,704,321	534,989	0.14
29	Paul Sagadin	Charlotte Living Realty	32	32,191,400	1,005,981	0.14
30	Ron Breese	RE/MAX Executive	59.5	31,746,175	533,549	0.13
31	Callie Kelly	Cottingham Chalk	14.5	30,605,000	2,110,690	0.13
32	Greg Martin	MartinGroup Properties Inc	64	30,062,082	469,720	0.13
33	Roger V. Berrey	RE/MAX Executive	24	29,856,789	1,244,033	0.13

Rank	Agent Name	Office	Count	Volume	Average	Market Share
34	Matt Sarver	Keller Williams Lake Norman	50	29,676,200	593,524	0.13
35	Lori Jackson	Ivester Jackson Properties	14	29,638,450	2,117,032	0.13
36	Balaji Tatineni	JVC Realty, LLC	60	29,496,484	491,608	0.12
37	Don Gomez	C-A-RE Realty	68	29,067,454	427,463	0.12
38	Brent "Andy" Bovender	COMPASS Southpark	44.5	28,987,350	651,401	0.12
39	Nicole George	Keller Williams Ballantyne Are	61.5	28,912,563	470,123	0.12
40	Heather Mackey	Mackey Realty LLC	20	27,852,418	1,392,621	0.12
41	Gopal Kasarla	Prime Real Estate Advisors LLC	60	27,550,463	459,174	0.12
42	Stephen Scott	Realty Dynamics Inc.	56	26,974,139	481,681	0.11
43	Brandon Lawn	Brandon Lawn Real Estate LLC	16	26,876,626	1,679,789	0.11
44	Laurens Adam Threlkeld	Helen Adams Realty	22	26,364,825	1,198,401	0.11
45	Bobby Sisk	Nestlewood Realty, LLC	50	26,296,509	525,930	0.11
46	Bala Sure	RE/MAX Executive	52	25,900,931	498,095	0.11
47	David Hoffman	David Hoffman Realty	23.5	25,814,004	1,098,468	0.11
48	Jack Marinelli	Helen Adams Realty	42.5	25,728,990	605,388	0.11
49	Tony Karak	Better Homes and Gardens Real	43	25,612,206	595,633	0.11
50	Valerie Mitchener	Corcoran HM Properties	11.5	24,989,500	2,173,000	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: Jan. 1, 2022, to July 31, 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 Aug. 10, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
51	Koji Krzywosz	Mark Spain Real Estate	70	24,673,434	352,478	0.1
52	Andy Griesinger	EXP Realty LLC Ballantyne	51.5	24,346,397	472,746	0.1
53	Christy Bradshaw	Call It Closed International I	54	24,052,856	445,423	0.1
54	Heather Cook	Real Broker LLC	43	24,021,873	558,648	0.1
55	Chelsea Pegram	Southern Charm Realty &	22	23,857,500	1,084,432	0.1
56	Liza Caminiti	Ivester Jackson Distinctive	16.5	23,642,750	1,432,894	0.1
57	Nancy Braun	Showcase Realty LLC	83	23,349,533	281,320	0.1
58	Lisa McCrossan	Ivester Jackson Distinctive	10	23,234,930	2,323,493	0.1
59	Min Li	ProStead Realty	43.5	23,069,063	530,323	0.1
60	Victoria Mitchener	Dickens Mitchener & Associates	10	22,994,375	2,299,438	0.1
61	Dorothy Stark	Dickens Mitchener & Associates	14	22,925,095	1,637,507	0.1
62	Ann-Dorthe Havmoeller	Allen Tate Steele Creek	28.5	22,390,575	785,634	0.09
63	Michael Sceau	LGI Homes NC LLC	66	22,378,400	339,067	0.09
64	Brian Belcher	RE/MAX Executive	44	22,303,943	506,908	0.09
65	Kyle Bender	EXP Realty LLC Ballantyne	44	22,128,163	502,913	0.09
66	Peggy Peterson	Corcoran HM Properties	25	22,040,670	881,627	0.09
67	Lori Scherrman	First Priority Realty Inc.	23	21,708,450	943,846	0.09
68	Kate Terrigno	Corcoran HM Properties	27	21,616,100	800,596	0.09
69	Lind Goodman	BSI Builder Services	39	21,580,882	553,356	0.09
70	Chuck Calvello	Stephen Cooley Real Estate	34	21,293,084	626,267	0.09
71	Anne Bell	Cottingham Chalk	13.5	21,018,028	1,556,891	0.09
72	Aubrey Grier	Dickens Mitchener & Associates	9.5	20,987,500	2,209,211	0.09
73	Lisa Varon-Soto	Keller Williams Connected	20.5	20,943,470	1,021,633	0.09
74	Susan May	Corcoran HM Properties	17	20,808,727	1,224,043	0.09
75	Brett Carraway	Northstar Real Estate, LLC	28	20,152,059	719,716	0.09
76	Michael Morgan	RE/MAX Executive	22.5	20,093,250	893,033	0.08
77	Manjesh Gorajala	NorthGroup Real Estate, Inc.	37	20,069,684	542,424	0.08
78	Brooke Arey	Pulte Home Corporation	37.5	19,938,362	531,690	0.08
79	Maren Brisson	Corcoran HM Properties	21	19,863,821	945,896	0.08
80	Jay White	Keller Williams Ballantyne Are	41	19,771,885	482,241	0.08
81	Mary Helen Tomlinson Davis	Helen Adams Realty	25	19,700,900	788,036	0.08
82	Ryan Palmer	Realty One Group Revolution	41.5	19,698,591	474,665	0.08
83	Wendy Dickinson	Coldwell Banker Realty	36.5	19,625,516	537,685	0.08

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## TOP 200 STANDINGS

Information Pulled From MLS Listings From Aug. 10, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
84	Amy Baker	Allen Tate University	40	19,273,291	481,832	0.08
85	Tracy Olson	CCNC Realty Group LLC	45.5	19,242,780	422,918	0.08
86	Chris Rogalski	Ideal Realty Inc	43	19,200,450	446,522	0.08
87	Cam Barnett	Pulte Home Corporation	27	19,123,648	708,283	0.08
88	Mark Linch	Longvale Investments INC	78.5	19,087,350	243,151	0.08
89	Carrie Henderson	CCNC Realty Group LLC	51.5	19,081,643	370,517	0.08
90	Mike McLendon	McLendon Real Estate Partners,	32	18,752,385	586,012	0.08
91	Steven Morgan	Better Homes and Gardens Real	74	18,319,526	247,561	0.08
92	Stan Perry	Helen Adams Realty	15	18,188,101	1,212,540	0.08
93	Amy Peterson	Allen Tate SouthPark	19.5	18,102,450	928,331	0.08
94	Jessica Smith	Keller Williams South Park	42.5	17,869,761	420,465	0.08
95	Nick Marinelli	Mossy Oak Properties Land and	7.5	17,817,188	2,375,625	0.08
96	Christine Hotham	Helen Adams Realty	15	17,780,500	1,185,367	0.08
97	Monte Grandon	Wilkinson ERA Real Estate	24	17,692,603	737,192	0.07
98	Chandra Mavuluri	Tech Realty LLC	40	17,519,819	437,995	0.07
99	Heather Montgomery	Cottingham Chalk	22	17,470,000	794,091	0.07
100	Jill Moyer	Redfin Corporation	35	17,270,118	493,432	0.07

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
101	Scott Pridemore	COMPASS Southpark	15.5	17,167,215	1,107,562	0.07
102	Jeremy Ordan	Allen Tate Providence @485	32	17,076,734	533,648	0.07
103	Ashley McMillan	Dickens Mitchener & Associates	18	16,898,500	938,806	0.07
104	Pamela Williams	Beverly-Hanks - Waynesville	46.5	16,830,000	361,935	0.07
105	Ken Riel	COMPASS Southpark	19	16,821,499	885,342	0.07
106	Amy Gamble	Helen Adams Realty	29.5	16,821,428	570,218	0.07
107	Chelsea Weisensel	Keller Williams Ballantyne Are	27	16,754,096	620,522	0.07
108	Azeem Hassan	Mark Spain Real Estate	42	16,722,000	398,143	0.07
109	Lilliah Moseley	Redfin Corporation	31.5	16,596,500	526,873	0.07
110	Sharon Rountree	Dickens Mitchener & Associates	10	16,368,891	1,636,889	0.07
111	Mike Hege	COMPASS Southpark	28	16,188,240	578,151	0.07
112	Magda Esola	Fielding Homes LLC	34	16,187,547	476,104	0.07
113	Joan Goode	Dickens Mitchener & Associates	19	16,158,980	850,473	0.07
114	Kim Trouten	Allen Tate SouthPark	13	16,087,876	1,237,529	0.07
115	Ginny Barker	Keller Williams Unified	37	16,070,089	434,327	0.07
116	Paul Sum	Coldwell Banker Realty	45	16,051,075	356,691	0.07
117	Andrew Sharpe	SE Premier Properties LLC	24.5	16,029,000	654,245	0.07
118	Meghan Reynolds	COMPASS Southpark	20.5	15,948,021	777,952	0.07
119	Tracey Cook	COMPASS Southpark	17.5	15,786,096	902,063	0.07
120	Becky Boan	Allen Tate Mooresville/Lake	21	15,780,720	751,463	0.07
121	Lauren Dayton	Helen Adams Realty	22	15,766,580	716,663	0.07
122	Jeff Arzonico	EXP Realty LLC Mooresville	27.5	15,735,419	572,197	0.07
123	Patty Hendrix	Corcoran HM Properties	11	15,695,324	1,426,848	0.07
124	Jon Bartholomew	Redfin Corporation	33	15,611,564	473,078	0.07
125	Samuel Nueman	Nueman Real Estate Inc	56.5	15,585,050	275,842	0.07
126	Mary McCloskey	Allen Tate Ballantyne	27	15,469,609	572,948	0.07
127	Tracy Wanner	Yancey Realty LLC	41.5	15,447,257	372,223	0.07
128	Bala Mekala	Eesha Realty LLC	31	15,436,429	497,949	0.07
129	Elizabeth Davis	Keller Williams Unified	23	15,409,550	669,980	0.07
130	Jocelyn Rose	Corcoran HM Properties	7	15,403,256	2,200,465	0.06
131	Meghan Wilkinson	Corcoran HM Properties	11	15,365,225	1,396,839	0.06
132	Mary Lib Richards	Keller Williams Lake Norman	20.5	15,326,756	747,647	0.06
133	Danielle Edwards	RE/MAX Executive	26	15,228,375	585,707	0.06



## TOP 200 STANDINGS

Information Pulled From MLS Listings From Aug. 10, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
134	Terri Mayhew	Southern Homes of the Carolinas	8	15,210,000	1,901,250	0.06
135	David Upchurch	David Upchurch Real Estate	27.5	15,138,450	550,489	0.06
136	Debbie Monroe	Lake Norman Realty Inc	20.5	15,138,360	738,457	0.06
137	Brannon Whitesell	Zillow Homes Inc	36	15,138,100	420,503	0.06
138	Kenneth Panora	Zillow Homes Inc	37	15,125,500	408,797	0.06
139	Sudhakar Meenige	Sudhakar Homes	31	15,107,116	487,326	0.06
140	Meghan Lluberas	Dickens Mitchener & Associates	16	15,005,656	937,854	0.06
141	Enrique Alzate	NorthGroup Real Estate, Inc.	44	14,991,043	340,706	0.06
142	Eric Layne	COMPASS Southpark	20.5	14,990,637	731,251	0.06
143	Lucy Butler	Cottingham Chalk	9	14,982,500	1,664,722	0.06
144	Kelly Smith	Keller Williams Unified	10.5	14,971,226	1,425,831	0.06
145	Michael Wright	James Custom Homes Inc	16	14,938,320	933,645	0.06
146	Brandon Ruby	Helen Adams Realty	20	14,936,000	746,800	0.06
147	Lisa Belk	Mark Spain Real Estate	44	14,913,100	338,934	0.06
148	Sally Awad	Weichert Realtors Sally Awad	20	14,882,600	744,130	0.06
149	Corina Elliott	DR Horton Inc	28	14,872,111	531,147	0.06
150	Ghada Aljakhbeer	DR Horton Inc	28	14,872,111	531,147	0.06

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Rank	Agent Name	Office	Count	Volume	Average	Market Share
151	Tiernan Rose	Corcoran HM Properties	9	14,786,000	1,642,889	0.06
152	Justin Sciranko	Keller Williams Lake Norman	27.5	14,746,401	536,233	0.06
153	Ben Bowen	Premier Sotheby's International	13	14,727,574	1,132,890	0.06
154	Melanie Wilson	Keller Williams Connected	30.5	14,688,038	481,575	0.06
155	Mike Morrell	Keller Williams Connected	30	14,653,621	488,454	0.06
156	David Wood	Pilot Realty & Development	55	14,650,198	266,367	0.06
157	Perry Butler	Better Homes and Gardens Real	46	14,609,350	317,595	0.06
158	Caroline Grossman	Allen Tate Matthews/Mint Hill	28	14,582,218	520,794	0.06
159	Becca Waybright	Simonini Realty Inc	10	14,568,142	1,456,814	0.06
160	Brian McGowan	Keller Williams South Park	24	14,556,349	606,515	0.06
161	Scott Wurtzbacher	The W Realty Group Inc.	19.5	14,516,765	744,449	0.06
162	Danielle Self	Pulte Home Corporation	32.5	14,464,742	445,069	0.06
163	Matt Claxton	My Townhome LLC	25	14,382,873	575,315	0.06
164	Meg Kerlin	Zillow Homes Inc	34.5	14,335,830	415,531	0.06
165	Suzette Gray	Coldwell Banker Realty	26	14,286,470	549,480	0.06
166	Denis Arnautovic	Coldwell Banker Realty	26	14,269,544	548,829	0.06
167	Liz Young	RE/MAX Executive	22	14,239,325	647,242	0.06
168	Bill Wagenseller	EXP REALTY LLC	9	14,181,772	1,575,752	0.06
169	Sandy McComb	Accent Homes Carolinas, Inc	40	14,156,775	353,919	0.06
170	Libby Gonyea	Helen Adams Realty	18	14,150,500	786,139	0.06
171	Jon DiCiasare	JPAR Carolina Living	34.5	14,109,240	408,963	0.06
172	Tiffany White	Corcoran HM Properties	25.5	14,082,311	552,247	0.06
173	Mitch Boraski	EXP Realty LLC Ballantyne	16	14,078,000	879,875	0.06
174	Marlyn Jamison	Allen Tate SouthPark	16	13,958,000	872,375	0.06
175	Chip Jetton	Cottingham Chalk	19	13,957,065	734,582	0.06
176	Venkat Suryadevara	Sona Realty LLC	30	13,944,070	464,802	0.06
177	Matthew Paul Brown	Reside Realty LLC	18.5	13,770,741	744,364	0.06
178	Catherine Weide	Zillow Homes Inc	34	13,739,733	404,110	0.06
179	Mary Keller	Zillow Homes Inc	31	13,726,500	442,790	0.06
180	Rachel Albertson	Classica Homes Realty LLC	13	13,672,869	1,051,759	0.06
181	Suzanne Roth	Fielding Homes LLC	27	13,668,990	506,259	0.06
182	Michelle Weeks	Helen Adams Realty	12	13,634,767	1,136,231	0.06
183	Lisa Warren	Cottingham Chalk	21	13,579,250	646,631	0.06



# TOP 200 STANDINGS

Information Pulled From MLS Listings From Aug. 10, 2022

Rank	Agent Name	Office	Count	Volume	Average	Market Share
184	Marlene Billesdon	Helen Adams Realty	16	13,573,847	848,365	0.06
185	Shelly Rydell	Dickens Mitchener & Associates	13	13,549,000	1,042,231	0.06
186	Katie Harrison	Nestlewood Realty, LLC	17.5	13,496,500	771,229	0.06
187	Shonn Ross	Savvy + Co Real Estate	16	13,468,613	841,788	0.06
188	Matthew Means	COMPASS Southpark	21	13,464,204	641,153	0.06
189	Angela Purvis	RE/MAX Executive	41.5	13,461,750	324,380	0.06
190	James Webb	Allen Tate SouthPark	23	13,437,054	584,220	0.06
191	Elena Donaldson	Keller Williams Ballantyne Are	23	13,340,400	580,017	0.06
192	Melissa Zimmerman	Berkshire Hathaway	20	13,336,938	666,847	0.06
193	John Torres	Southern Homes of the Carolinas	26	13,315,865	512,149	0.06
194	Dawn Wood	CCNC Realty Group LLC	32	13,246,850	413,964	0.06
195	Jennifer Vick	COMPASS Southpark	26	13,203,528	507,828	0.06
196	Jenn Mattscheck	Helen Adams Realty	12	13,174,150	1,097,846	0.06
197	Kevin Walsh	NVR Homes, Inc./Ryan Homes	25	13,158,948	526,358	0.06
198	Brett Winter	Keller Williams South Park	26.5	13,142,500	495,943	0.06
199	Mercedes Dockery	EXP Realty LLC Mooresville	39	13,142,282	336,982	0.06
200	Anne Brade	RE/MAX Executive	23.5	13,119,308	558,268	0.06

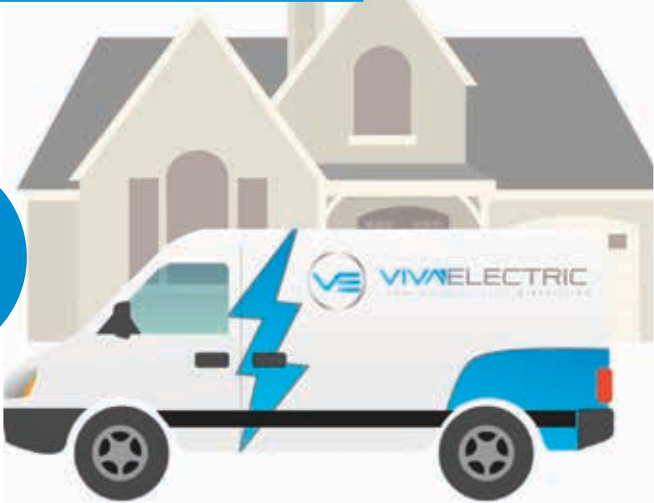
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