

CHARLOTTE

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

Photos from  
Masquerade  
Sneaker Ball  
Inside!

AMY  
PETERSON

BUILT ON RELATIONSHIPS

APRIL 2023



# CMG FINANCIAL

At CMG Home Loans, we believe the best fresh start is on the other side of a new front door. And this year, it's our resolution to help your client get the keys.



## We Make the Real Estate Closing Process Simple



### JOHN DILLON III

Branch Manager

NMLS# 1638463

C: 336.403.1384

O: 704.986.2475

[JDillon@cmgfi.com](mailto:JDillon@cmgfi.com)

[www.cmgfi.com/mysite/john-dillon-iii](http://www.cmgfi.com/mysite/john-dillon-iii)

CMG Financial | Corporate NMLS# 1820

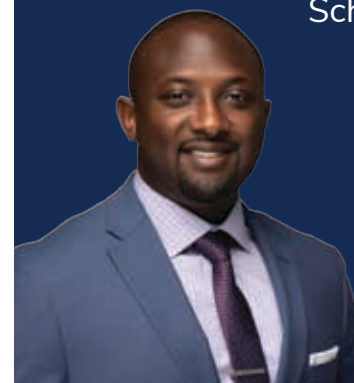
- CONSTRUCTION LOANS
- HOMEFUNDIT™
- ALL IN ONE LOAN™
- MORTGAGE PAYMENT BUYDOWNS
- ADJUSTABLE-RATE MORTGAGE
- CONVENTIONAL
- JUMBO LOANS
- FHA
- USDA



### ST SEEGARS AND TOWNSEND, PLLC Attorneys at Law

Schedule a **FREE consultation** with a real estate closing attorney today.  
**(704) 561-1750** • [stlawnc.com](http://stlawnc.com)

5457-A Monroe Rd. • **Charlotte**  
145 Union St. South, Suite 106 • **Concord**  
211 North Main St., Suite C • **Monroe**



Juwaun Seegars  
Attorney



Otha B. Townsend  
Attorney



# TABLE OF CONTENTS



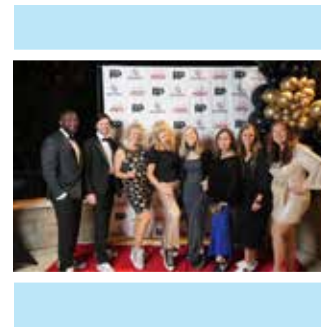
**06**

Index of Preferred Partners



**14**

We Ask: Who's Been the Most Influential Person in Your Life?



**18**

Photos from Our Masquerade Sneaker Ball



**24**

Partner Spotlight: Jimmy & Maegan Giler, Viva Electric



**28**

Agent Spotlight: John Bolos



**34**

Rising Star: Abigail Hines Miller



**38**

Cover Story: Amy Peterson



**42**

Healthy Living: Ground Yourself in Nature This Spring



**45**

Top 200 Standings

**MIRACLE MM MOVERS**  
Your Property Is Our Priority

**MOVING FROM ONE HOME BEFORE CLOSING ON A NEW ONE?**

No Problem! We can safely hold items in our climate-controlled storage facility.



**FREE ESTIMATE!**

Full-Service Move | Professional Packing Services  
Climate-Controlled Storage

Call Today to Provide Your Clients a Stress-Free, Easy Move!  
704-275-3053 | [MiracleMoversUSA.com](http://MiracleMoversUSA.com)



Cover photo courtesy of Don Elrod



Charlotte Real Producers  
[@realproducerscharlotte](https://www.facebook.com/realproducerscharlotte)



Charlotte Real Producers  
[@realproducerscharlotte](https://www.instagram.com/realproducerscharlotte)







# MEET THE CHARLOTTE REAL PRODUCERS TEAM



**Kristin Brindley**  
Publisher



**Mandi Jackson**  
Associate Publisher



**Ellen Buchanan**  
Editor



**Wendy Ross**  
Operations Manager



**Jaime Lane**  
Executive Assistant  
& Publishing Manager



**Lexy Broussard**  
Sales Manager



**Ellie Caperare**  
Social Media Manager



**Eli Pacheco**  
Writer



**Don Elrod**  
Photographer



If you are interested in nominating REALTORS® to be featured in the magazine, please email [Wendy@KristinBrindley.com](mailto:Wendy@KristinBrindley.com).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Charlotte Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



**HOMEOWNERS  
IMPACT FUND**

## Make an Impact

The Homeowners Impact Fund is a 501(c)3 nonprofit dedicated to ending homelessness through collective giving from those involved in the home closing process and homeownership.

**JOIN US:**





For more information visit our website or email [info@homeownersimpactfund.org](mailto:info@homeownersimpactfund.org)



**Home Mortgage**

### When your buyers want a larger loan, we're ready to make it happen.

Learn more about how our local market knowledge and jumbo loan options can help your affluent buyers bring their plans to life.

**Give me a call soon.**



**Shannon Rodden**  
Private Mortgage Banker  
704-281-7255  
[shannon.rodden@wellsfargo.com](mailto:shannon.rodden@wellsfargo.com)  
[homeloans.wellsfargo.com/shannon-rodden](http://homeloans.wellsfargo.com/shannon-rodden)  
NMLSR ID 448778

This information is for real estate and builder professionals only and is not intended for distribution to consumers. Information is accurate as of date of printing and is subject to change without notice. Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2021 Wells Fargo Bank, N.A. NMLSR ID 399801. AS5525879 Expires 12/2022







# Are You Ready to Spring into the Spring Market?

## ►► publisher's note

Dear Real Producers of Charlotte,

As we emerge from another winter, it's time to start thinking about the spring real estate market. Despite the uncertainty and volatility of the past few years, there are many reasons to be positive and hopeful about what lies ahead.

Interest rates are still historically low, making it an ideal time for buyers to enter the market. Low rates can help spur demand and lead to increased competition for properties, which is great news for sellers. And even though interest rates are on the rise and can impact the real estate market, it's important to remember that they are just one factor among many. The economy, supply and demand dynamics, buyer motivation, investor demand, and local market conditions can all contribute to a robust real estate market, even in the face of rising interest rates.

The overall economy is still showing signs of strength and stability, which bodes well for the real estate market. With more people returning to work and consumer confidence on the rise, we can expect to see increased demand for homes in the coming

months. Overall, while a low-inventory market can create challenges for REALTORS®, it can also create opportunities for those who are able to adapt to the market conditions and leverage their skills and expertise to serve their clients effectively.

Moreover, there are a number of demographic trends that are driving demand for housing. As millennials continue to enter their prime home-buying years, they are driving demand for starter homes and entry-level properties. At the same time, baby boomers are looking to downsize and simplify their lives, leading to increased demand for smaller, more manageable homes.

In short, the spring 2023 selling market is shaping up to be a positive and hopeful one for real estate. With low interest rates, a strong economy, and demographic trends driving demand, there are many reasons to feel optimistic about what lies ahead. So get ready to spring into action and make the most of this exciting market!

Thank you to all of you who attended our Masquerade Sneaker Ball on March 9th! Check out photos from

the event on page 18 in this issue and on our social media pages, where you can tag yourself and your friends! Next, we're excited to gather with everyone again on **May 18th for our Lawnapalooza event**, which is going to be another great time together as a community. Keep an eye on your inbox for details and your exclusive invitation!

This month, we're pleased that preferred partners **National Property Inspectors, Dave Barch Heating and Air Conditioning, and Seegars & Townsend, PLLC**, have joined the Charlotte Real Producers family. Welcome!

With gratitude,



**Kristin Brindley**

Owner/Publisher  
Charlotte Real Producers  
313-971-8312

Kristin@kristinbrindley.com

www.charlotterealproducers.com



**KRISTIN BRINDLEY**  
ENTREPRENEUR, CONNECTOR, PUBLISHER

### FOOD FOR THOUGHT

What strategies are you implementing to help your clients navigate the competitive spring market?

**VIVA ELECTRIC**  
a **NUBLUE** company



Viva Electric, a NuBlue company, is the Charlotte-Metro region's BEST team of electricians. Servicing the home and business owner, we provide quality and consistency every single time.

### WHAT WE DO:

- Electrical Home Inspections
- EV Charger Installation
- Panel Upgrades
- Generator Installation



Partnered with our sister companies, we can also assist with plumbing and HVAC services!



EVENT CHANGE

# SEE YOU THERE!

## FIRST ANNUAL MASTERMIND

## LISTING, LEVERAGE, LEADERSHIP

PRESENTED BY CHARLOTTE REAL PRODUCERS

JOIN US FOR AN EXCLUSIVE MASTERMIND  
EVENT FEATURING THOUGHT-PROVOKING SPEAKERS  
WITH GROUNDBREAKING INSIGHTS

TUESDAY | MAY 23, 2023

REGISTRATION STARTS AT 9:00 AM

9:30 AM TO 12:30 PM

JOIN US FOR AN UNFORGETTABLE EXPERIENCE THAT WILL CHALLENGE  
YOUR PERSPECTIVES AND LEAVE YOU INSPIRED!

CHECK YOUR EMAIL FOR YOUR EXCLUSIVE INVITATION

For information on all Charlotte Real Producers events,  
email [info@charlotterealproducers.com](mailto:info@charlotterealproducers.com).



**Brightway INSURANCE**

**Hop Into The Most Competitive Coverage**

With access to more companies than other independent agents, I can shop the market to ensure your most valuable possessions are protected.

**Give me a call today!**

**Dimitri J. Apostle** Agency Owner  
704-218-6000  
[Dimitri.Apostle@Brightway.com](mailto:Dimitri.Apostle@Brightway.com)  
[BrightwayInsuranceCharlotte.com](http://BrightwayInsuranceCharlotte.com)  
@BrightwayDimitriApostle

Home • Auto • Flood • Commercial • Life

**FIVE STAR Home Inspections**

Mobile App



# Who's been the most influential person in your life?



**NADINE MORGAN**  
**Allen Tate Realtors®**  
My mom.



**BRANDY RHEINSCHMIDT**  
**eXp Realty**  
Probably my best friend, Kelly. I grew up in a town where you got out of school and got a front desk job, but when I met her, she told me to get out of there and get a different job.



**ELI MAGIDS**  
**Fathom Realty**  
My dad.



**JULIE WILLIAMS**  
**Southern Homes of the Carolinas**  
My parents.



**ERICA VAUGHAN**  
**Lake Homes Realty LLC**  
My grandmother.



**STEPHANIE CLINE**  
**Belle Properties**  
My dad.



**NATALIE RUTHERFORD**  
**Wilkinson ERA**  
My grandma half-raised me and she always believed in me. She always said I could be the first female president and always helped me believe in myself, no matter how hard the task. She was also a free spirit. I loved having that influence in my life. I want to live more like her. I'm really a rule follower.



**JULIE NGUYEN**  
**Yancey Realty LLC**  
My high school boyfriend's mom. She was a single mom and put herself through real estate school, and by the time I met her, she was successful.



**LISA MCCROSSAN**  
**Ivester Jackson Distinctive Properties**  
My mom because she always supported me, and when I felt like I had speed bumps in a career or relationship, she always gave me a kick in the butt.



**MARTY WILCOX**  
**Lake Norman Realty Inc.**  
My dad, because he is invested in properties and also his entrepreneurial business, so seeing his drive and watching him as I grew up.



**KOYA LAMAR**  
**Coldwell Banker Realty**  
My grandmother, Alberta Golden, dedicated her life to help mothers who were addicted to drugs get their lives back together for their kids.



**LISA WARREN**  
**Cottingham Chalk**  
My father, Willard Gourley, was the most influential person in my life! Super involved in affordable housing all of his career, ending with working at Habitat until he was 82!



**TRACY WANNER**  
**Yancey Realty**  
The most influential person in my life has always been my mom. She worked her whole life taking care of our family and never relied on a man to take care of her. She had an incredible drive to be the top salesperson at Paul Mitchell hair salons, and she taught me never to give up and always work hard, and that's what I have done my entire career.



**MAEGAN GILER**  
**Viva Electric**  
A previous employer at my first 'big girl' job. He was a CPA turned GC who taught me, inadvertently, "How to Run a Business and Maintain a Normal Blood Pressure 101."



**DAVID DIGIOIA**  
**DiGioia Realty**  
My mother. She has provided the best wisdom and advice! When I lost my job, she convinced me to get into real estate full-time — a passion of mine — at a very low point in my life. Today, it has paid off in spades! She taught me to follow my passion, not just a job... Changed my life!



**DEBBIE MONROE**  
**Lake Norman Realty Inc.**  
The founder of Lake Norman Realty, James Jennings, was the most influential person in my life as he had the vision, over 45 years ago, to see what the Lake Norman Area could be.



**ANITA SABATES**  
**The Allen Tate Company**  
My mom was certainly the most influential person in my life. She had a wonderful sense of humor and no matter what challenge came her way ... she always remained positive. I really miss her.



**JESSICA BABINSKI**  
**Movement Mortgage**  
The most influential person in my life has been my dad. His name is Edward Warren.



**PETE LAUTERER**  
**National Property Inspections**  
Most likely, would be my maternal grandfather, who came from a very poor and rural background. Was never afraid to try and/or learn something new to improve himself or his family's well-being. Would always push his grandchildren to learn and to try something new. To this day, that keeps me moving forward.





**VICKY MITCHENER**  
**Homeowners Impact Fund**

Kathy Izard. Kathy shared her whisper, which led to her passion for working with the homeless in our community. After reading her book, "The Hundred Story Home," I felt my own nudge to start the Homeowners Impact Fund. The fund was created in 2020 and has distributed over \$330,000 to local organizations that work to lift men, women, and children out of homelessness. For years, I had felt the desire to make a difference. With Kathy's ideas, enthusiasm, and willingness to share her story, I became motivated to start the Homeowners Impact Fund.



**BLAIR CREWS**  
**Old Republic Home Protection**

My most inspirational person is my mother. She passed away in 2019 from a rare form of cancer. She had a huge impact on my life with her constant optimism and positive outlook on life, even through her battle. She was a middle-school teacher and had a big impact on her students' lives inside and outside of school. Still, to this day, her past students will tell me how nice of a person she was and how she was always finding ways to make their day better. That, in itself, is how I strive to live my life, making a positive impact on everyone I come in contact with. You never know what folks are going through, so if I can brighten their day just a little, then I have done my duty.

# LEAVE THE TITLE PAPERWORK TO US!



**FORTIFIED TITLE**

## CLOSE FASTER & WITH HAPPY CLIENTS!

WE ARE COMMITTED TO PROVIDING EFFICIENT SERVICES, ACCURATE INFORMATION, AND A PLEASANT CUSTOMER EXPERIENCE ON EACH TRANSACTION.

Contact Tom Bramhall for more information about Fortified Title!  
 (980) 722-7454 // TomB@FortifiedTitle.com



*Tom Bramhall*



At NPI, we truly value the relationships we create with our customers and agents. You can expect high-quality inspections and exceptional customer service!

- ✓ 6-MONTH LIMITED WARRANTY
- ✓ HOME INSPECTIONS
- ✓ MOLD TESTING
- ✓ INDOOR AIR QUALITY TESTING
- ✓ PRE-DRYWALL INSPECTIONS
- ✓ MANUFACTURED HOME, HUD/FHA FOUNDATION CERTIFICATIONS



"I was referred to Pete by my realtor and he did not disappoint. He and his assistant did a thorough walkthrough of my home prior to the drywall phase and they caught some inconsistencies. These were brought to the attention of the builder (and corrected). Would definitely use NPI again." - Renee C.

REQUEST A QUOTE!  
**Pete Lauterer**  
 (980) 722-1506  
 Inspectors@NPICharlotte.com  
 NPIWeb.com/Lauterer



The real estate market is on the move...

A competitive edge may help you sell homes faster!

Give yourself the advantage by offering your clients a home warranty from Old Republic Home Protection.

Contact me for information today!

**Blair Crews**  
 Account Executive  
 800.282.7131 Ext. 1284  
 C: 252.521.2635  
 BlairC@orhp.com  
 my.orhp.com/blaircrews



People Helping People

This is a paid advertisement.



**Spring**  
 Your Buyer Into A FastTrack Credit Approval

The perfect program to give your client a competitive edge in this market. Contact Sandy today to get a pre-approval for your buyer.



**Sandy Dickinson**  
 Branch Manager, NMLS #54205  
 sandy.dickinson@ccm.com  
**704.895.8770 (o)**  
**704.577.0144 (c)**



19620 W Catawba Ave, Suite 202 & 210  
 Cornelius, NC 28031

@thedickinsonsteam

For more information, scan the code.







# MASQUERADE SNEAKER BALL

## MARCH 9, 2023

Charlotte Real Producers, you look good in luxury! Our Masquerade Sneaker Ball event on March 9th at 5555 Fairview Road in Charlotte was a smashing success! Thank you to all of our community members who were able to join in the fun that evening!

A special thank-you to our valued sponsors: **Copper Builders** and **Shannon Rodden with Wells Fargo**, and to our always-fabulous partners for making this event a big success! Thank you to **Christina Ferrell of Christina Bakes Cakes** for curating delicious food for the evening, and another big thank-you to **Amber Ireland of Twist-n-Shout Balloons**, to **AlphaGraphics**, and to **DJ Dayna** — your ability to create an

amazing atmosphere is unmatched. And last, but not least, thank you to the talented bartenders.

Our event photographer, **Don Elrod, of Elrod Digital**, captured fantastic photos at the party while **Roosterfish Media** recorded the magic. You can find photos from the event on our Facebook page: Charlotte Real Producers (scan the QR code to view the gallery!). Be sure you request to join our private Top 500 group and tag yourself, along with your friends, in the pictures!

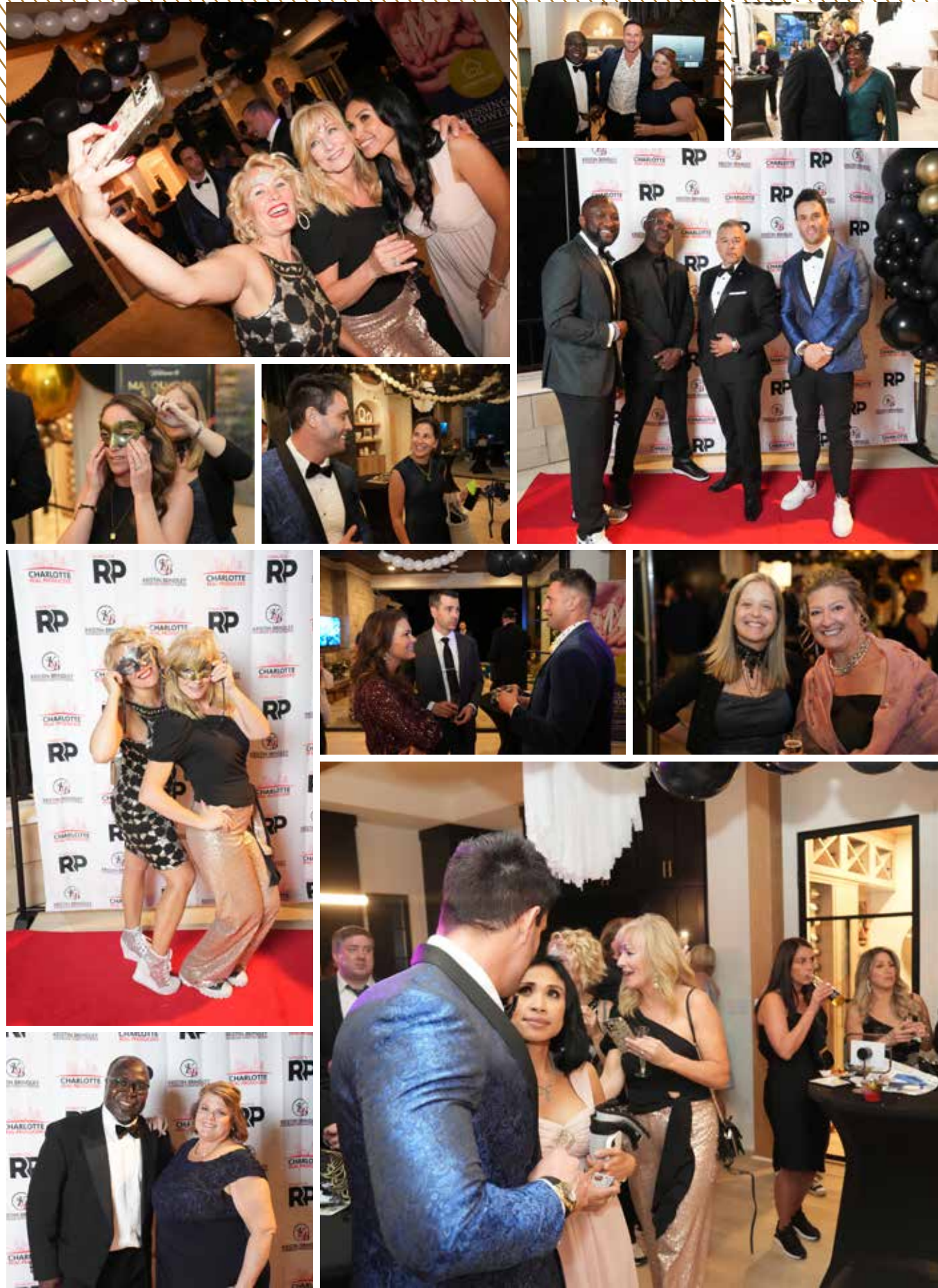


We look forward to seeing you at our next amazing event this summer! Be on the lookout for your exclusive invite.

For more information on all Charlotte Real Producers events, please email us at [info@charlotterealproducers.com](mailto:info@charlotterealproducers.com).









alphagraphics | CLT

WE SPECIALIZE IN:

• Print

• Signs

• Promotional Products

• Direct Mail

• Graphic Design

• Vehicle Graphics



ag

agCLT.com | 704.541.3678

10100 Park Cedar Dr, Suite 178, Charlotte, NC 28210

Located in the Pineville area

WELCOME HOME

...but with a Twist



CUSTOMIZED BALLOON GARLANDS WITH YOUR TEAM LOGO AND CLIENT NAME

Hosting a Team Event? New Closing with a Client?  
Book Today with Amber Ireland!

980.406.6655 | TwistnShoutBalloonsCLT@gmail.com

TwistnShoutBallooning.com | @Twist\_n\_Shout\_Balloons

Serving the Greater Charlotte Area



We promise to provide the **FACTS**, never an opinion.

• Easy 24/7 Scheduling • Over 10 Certified Inspectors in North & South Carolina

• Reports by 9am the Next Business Day • Saturday Inspections

FREE Pest Treatment\*

with the Purchase of a Home Inspection

\*Valid for new homeowners. Offer valid for a limited time. Mention ad when scheduling.



90 Day Warranty

WHAT WE OFFER!

✓ General Home Inspections

✓ Pre-Listing Inspections

✓ New Construction Inspections

✓ Commercial Inspections

✓ Termite & Pest Inspections

✓ Radon Testing

✓ Mold Testing

✓ Drone Roof Inspections

✓ And Much More!

Call or visit our website to schedule!

704.504.9798

AmericasChoiceInspections.com

Serving the Greater Charlotte, Triad and Triangle Areas

Christina Bakes Cakes



Cakes

Cupcakes

Cookies

Charcuterie Boards

Contact Christina via phone or Instagram for questions, quotes or to place an order!

704-288-9689 | @Christina.Bakes.Cakes



Crosby Livingston

Partner/Attorney



Knipp Law is focused on providing the best experience possible. We believe in successfully completing each deal with energy, efficiency, and effectiveness. Our team is here for you every step of the way, driven by integrity, credibility, and sincerity.

Residential & Commercial Real Estate

Licensed in NC & SC

Offices Throughout the Charlotte Metro Area

704-765-2511

KnippLaw.com

22 • April 2023

@realproducers

realproducersmag.com

Charlotte Real Producers • 23



# JIMMY & MAEGAN GILER

## VIVA ELECTRIC

### BORN INTO THE TRADE

After only five years in business, Viva Electric is dominating at providing the best in quality, consistent electrical services across North Carolina. The secret sauce? Owners Jimmy and Maegan Giler are quick to credit their other half for their fledgling company's success...

"Jimmy was first introduced to the trades right out of high school and hasn't looked back since," says Maegan. "Jimmy always talks the talk and walks the walk. As for me, my father was an electrical contractor

and my grandfather was an electrician in the Navy, so we're both proud to have 'street cred' among our peers in the trade."

Jimmy is quick to echo his partner's sentiments. "Maegan was practically born into the business. She's the third generation in her family to be working in the trades and has nearly four decades of experience being in and around the industry... We certainly know what we are doing."





Viva started out as a luxury custom home and construction-focused electrical contracting company. But over time, the Gilers realized that working for the homeowner and exclusively providing residential electrical service is where they both excelled and was the market niche where they could provide the best level of customer support.

“We do anything electrical related that is done for an existing home, typically in one day,” Maegan says. “We’re in and out with quick, prompt service. No construction, no remodels, no rewiring homes. We also help REALTORS® across North Carolina with electrical inspections.”

“Some services we provide include outlet switches and fixture installations, panel replacements and upgrades, EV charger installations, and whole-home generator installations and maintenance,” Maegan explains.

Serving the Charlotte region, both Viva’s Charlotte and Lake Norman branches are fully capable of servicing the entire metro region, from Lake Wylie to Lake Norman, Belmont to Waxhaw.

“We are licensed in both North and South Carolina as well,” Maegan notes. “We have grown Viva from working out of our living room turned office in Charlotte to six physical locations now across North Carolina: Charlotte, Lake Norman, Greensboro/Winston, Raleigh, Greenville, and Wilmington.”

Looking at the future of the trade, the Giler team sees the writing on the wall as baby boomers start to hang up their tool belts in droves.

“About 53 percent 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, HVAC, and plumbing, they’ll be leaving behind a gaping void. Right now, there just aren’t enough young people pursuing the trades to replace them,” Jimmy points out.

Viva Electric is looking to fill that gap with a training program for ambitious youth showing an interest in the trades.

“We have a Market Leader program which takes talented individuals who demonstrate our core values, and we place them in leadership positions across our branches,” Maegan says. “Our culture is very



**PARTNERS IN LIFE & BUSINESS**

Jimmy Giler is originally from Ecuador; Maegan, his wife and business partner, is a proud local girl, born and raised in what is now the “LoSo” area of Charlotte.

“After two decades of being together and totally having each other’s backs and having gone through it all, we are a solid team,” Maegan beams. “Jimmy’s my high school sweetie, and he’s kinda stuck with me at this point.”



Along with co-owning Viva Electric with her husband, Jimmy, and serving as the company’s marketing director, Maegan Giler is a founding partner of NuBlue Service Group.



important to us, and we take our core values seriously too — being hungry, humble, and smart. Our first criteria for hiring, and a number of our decisions, are based on these values.”

With five years under their tool belt at Viva Electric, there’s no talk of resting on their laurels for the Gilers. They have an eye to continued growth and are currently rebranding the company under the NuBlue Service Group umbrella, which will allow them to handle all things HVAC and plumbing, in addition to electrical.

“We are looking to expand into South Carolina in 2023, and we have a goal of eventually having locations across all of the Southeast,” Maegan says. “We are expanding our footprint ... so stay tuned!”

For more information on how Viva Electric can help you or your client today, find them online or on social at CallNuBlue.





# JOHN BOLLOS

## ▶▶ agent spotlight

By Eli Pacheco



## *From Zero to a Billion-Plus*

From foreclosure sales to one of Zillow's first Premier Agents and owning a Century 21 franchise, John Bolos has become a high achiever and a well-recognized figure-head in the industry and in the Carolinas over the last 20 years.

Since 2003, John has honed his craft with personal service, effective marketing, and a gift for negotiating for his clients. The founder of the John Bolos Group at Keller Williams is the top-recommended agent on sites such as HomeLight, Upnest, Zillow, and more.

John now offers a turnkey service that streamlines the selling process. He assembled a team of specialized buyers and personally works with homeowners to help them move on to the next chapter in their lives.

He learned about the art of selling from his parents and established his own style along the way. "I always had a general knack for sales," John says. "I never thought I would be in real estate, but it has been extremely good to me, and I'm so fortunate to have found this career."

John rose to success before real estate by selling car stereos and running his own music shop — transitioning easily from booming speakers

to a booming real estate market. Columbia's number one agent in 2016 spent more than a decade working with Zillow as one of 10 Charlotte agents in a flex program. The result: huge gains and offers to buy him out.

John opened a Century 21 franchise that covered South Charlotte and Columbia. During his ownership, John brought the franchise to the number two position in Columbia and the top 5 percent nationwide within the franchise. He sold it right before the COVID-19 pandemic to focus more on building a team than running a brokerage.



“  
I NEVER THOUGHT I WOULD BE  
IN REAL ESTATE, BUT IT HAS  
BEEN EXTREMELY GOOD TO  
ME, AND I'M SO FORTUNATE  
TO HAVE FOUND THIS CAREER.  
”





“I sold Century 21 because I’m passionate about working with people one-on-one,” John says. “I wanted to be less involved in the mechanics of running a brokerage and more focused on team building and working with the consumer.”

John’s advice for new agents is to join a team to boost your career more rapidly and successfully. “There weren’t teams like this when I started!” he says. “I latched on to someone who knew the business and received their support; I was very fortunate to have that opportunity. You can get a license but not know how to make a sale. You need to connect with the right people to get the proper training on how to generate your own business while not burning yourself out.”

Trent Corbin is president and CEO of The Redbud Group at Keller Williams South Park. He met John years ago at a Zillow conference and knew they’d become friends.

“John impresses me with his willingness to roll up his sleeves to get any job done,” Trent says. “He always seems to be operating on the frontier of real estate technology and processes. And he’s always my first call when an opportunity arises.”

“  
IT TOOK ME YEARS TO FIGURE IT ALL OUT,  
AND NOW I SHARE IT WITH MY TEAM SO  
THEY CAN LEARN HOW TO BE SUCCESSFUL  
AND CREATE A BALANCED LIFE.  
”



Top producer John Bolos with his wife, Angela, and their children, Emma and Noah.



Trent says he and John teamed up for a title company venture. The results have been positive. “He has been relentless in building that into something far beyond what I imagined it could be,” Trent says.

John enjoys spending time with his wife, Angela, and their two children, Emma and Noah. They love being outdoors, hiking, and taking trips to the mountains. They also enjoy international travel and going to music events. In fact, John is a full-fledged musician with more than 15 years of piano experience and 10 years in the DJ circuit.

John also wants to create an environment that generates inner happiness — not only for himself but for his team. It’s why balance is an important part of his team training.

“Money isn’t all of it,” John says. “How will you enjoy your time if you’re working 80 hours a week? It’s a balance of work life, personal time, family, friends, and your body. My business has given me the ability to build a team that will allow me to have a balanced life. It took me years to figure it all out, and now I share it with my team so they can learn how to be successful and create a balanced life.”



# LESS TIME SCHEDULING = MORE TIME HELPING CLIENTS



## Save time with the HIC App!

-  Check Availability
-  Schedule 24/7
-  Retrieve Reports



Use code **ONLINE15** for \$15 off

### Now offering Sewer Scopes!

This service will identify blockages, tree root penetration, or other damage to the main sewer line of the home. Schedule today!



HomeInspectionCarolina.com · (704) 542-6575 · info@hicarolina.com

# CHARLOTTE REAL ESTATE PHOTOGRAPHY AND HOME MEASUREMENTS

Publish listings faster with Next Door Photos

- QUICK LEAD TIMES
- EASY ONLINE BOOKING
- RELIABLE NEXT DAY TURN AROUND

PHOTOGRAPHY, FLOOR PLANS, VIDEOGRAPHY, 3D TOURS, AERIALS, WEBSITES



**BOOK TODAY!**



**CJ PHIPPS, LOCAL OWNER**  
704.727.8178 | [cj.phipps@nextdoorphotos.com](mailto:cj.phipps@nextdoorphotos.com) | [charlotte.nextdoorphotos.com](http://charlotte.nextdoorphotos.com) | Instagram: [nextdoorphotosc1t](https://www.instagram.com/nextdoorphotosc1t)

# Spring Forward with a warranty from HWA!



- 13 - Months
- Refrigerant Included
- Re-key Service
- Realtor Referral Bonus Program



Call Nicole and see how she's changing the customer experience!


**Nicole Barth**  
Account Executive  
704.692.6647  
[Nicole.Barth@hwahomewarranty.com](mailto:Nicole.Barth@hwahomewarranty.com)



\*Home Seller's Coverage is an option being provided at no additional charge. See Terms & Conditions for details. † Coverage Period for Listing Coverage for the property listed by Home Seller starts on the Coverage Period Start Date and continues until the earliest to occur of the following: (i) the sale of the Covered Property; (ii) the expiration or cancellation of the listing of the Covered Property; or (iii) 180 days from the Coverage Period Start Date (the "Listing Period", including any extension thereof). HWA, in its sole discretion, may extend Home Seller's Listing Coverage after expiration of the initial 180-day Coverage Period. All claims are subject to Terms & Conditions as outlined in the Contract. ©2018 Home Warranty of America, Inc.

# Modern Woodmen FRATERNAL FINANCIAL


## You got this Because you have us



### Enjoy the rewards of a life well-lived.

Planning for a comfortable retirement doesn't have to be overwhelming. Discover the peace of mind that comes from retirement planning with a local Modern Woodmen of America representative. And enjoy the sense of purpose that comes from giving back to your community.

*I can help you plan for life.*



Modern Woodmen of America  
**Andrew L. McNeal, FIC**  
517 N. Timberlea Street  
Liberty, NC 27298  
B. 336-202-1432, C. 336-894-4977  
[andrew.l.mcneal@mwarep.org](mailto:andrew.l.mcneal@mwarep.org)  
[reps.modernwoodmen.org/amcneal](http://reps.modernwoodmen.org/amcneal)

Life insurance | Retirement planning | Financial services | Member benefits

Securities offered through MWA Financial Services, Inc., a wholly owned subsidiary of Modern Woodmen of America. Member: FINRA, SIPC



## STRENGTHEN YOUR SPHERE OF INFLUENCE

with end-to-end engagement plans

- POP-BY GIFT IDEAS
- EVENT PLANNING
- NOTE WRITING/SENDING
- CLIENT ENGAGEMENT
- APPRECIATION PLANS
- PACKAGING IDEAS






[WWW.LEADSBYMANDI.COM](http://WWW.LEADSBYMANDI.COM) • [MANDI@LEADSEVENTPLANNING.COM](mailto:MANDI@LEADSEVENTPLANNING.COM) • 801.598.5767



## TruLoan Mortgage

The lending experience you'll love.

Realtors, ask about our:

# Cash Offer Advantage Program

- ✓ Cash is King!
- ✓ On-Time Closing Guarantee!

We cover Ribbon costs for cash offer upgrade with guaranteed on-time closings!



### LENDING HAS CHANGED

Choose a lending experience you'll love!

[www.TruLoanMortgage.com](http://www.TruLoanMortgage.com)  
704.703.8229

EQUAL HOUSING OPPORTUNITY  
NMLS ID: 100881

1515 Mockingbird Lane Ste 880 • Charlotte, NC • 28209





MADE  
FOR THIS

▶▶ rising star

By Jim Shilander  
Photos by Corrie Huggins Creative

# ABIGAIL

## HINES MILLER

Abigail Hines Miller grew up around real estate, but the pandemic, along with some encouragement from her friend and former REALTOR®, finally inspired her to make the full-time leap into Charlotte real estate in 2022.

“I’d seen it from a distance, but decided to take the opportunity and jump in,” Abigail says. “The pandemic kind of kick-started it because I was 90 percent remote and had two small kids, so I could kind of get my feet wet before moving on and doing it full-time.”

She also had inspiration from her own home search.

“The agent who’d sold us our home in 2017, Erica Mendoza, became a good friend of mine. She’d been encouraging me to go the real estate route because she thought I’d be a good fit for the business.”

Abigail’s family has a history of entrepreneurship as her father has created and sold multiple million-dollar businesses, along with owning investment properties across the country. Her mother has run a commercial interior design business

for more than 35 years, for which Abigail worked as a sales representative while starting up her own residential interior design business.

Abigail started her real estate career part-time at Henderson Ventures before moving to Ivester Jackson Distinctive Properties as she scaled up in 2022. She also combines her own staging and interior design business, Tailored Interiors Group, working regularly with agents in her office. She won the “Rookie of the Year” award at her former agency based on her leadership,

“

I was built to be strong-minded and entrepreneurially focused. I’m very disciplined, in terms of my career and the impact that it has on my family. I want to be able to give my kids and my family the same luxuries I had growing up.

”





sales volume, lead generation, and bringing in new clientele. Abigail had \$5.4 million in sales last year, but, with her move to the new agency and greater familiarity with the business and the area, she projects growth to \$15 million to \$20 million in 2023.

“It’s in my veins and in my blood to chase my dreams and go after big things that others might fear pursuing,” she says. “I’ve also been given the encouragement to be outspoken, stand up for myself and what I believe in, and position myself appropriately at a high level.”

That drive has served her well, according to Abigail, as she made the decision to start out on her own. It also provided her with contacts, relationships, and the skills to build them after she and her husband, Tyler, who served in the military, returned home from serving in England. Tyler’s experience in sales, particularly his experience with automotive sales, has also given her perspective on what it means to provide a great client experience.

“Things that have always been very important to me are responsiveness and honesty and integrity,” Abigail notes. “My husband used to work in car sales at many different levels, and it didn’t matter at what price point, everyone assumes car salesmen are slimy and don’t trust them. A lot of people assume anyone in sales has the mentality that they’re out for themselves. But I don’t think there’s one client I’ve worked with that has ever felt that way.”

When she’s not working on generating new business or taking care of clients, Abigail lives with her husband, Tyler, their two sons, Eli (6), and Abram (3), and their dog, Zara, who they brought home with them from abroad. Both of their families live nearby, providing Abigail and her husband opportunities to be a part of their lives even more.



Abigail Hines Miller is a rising star with Ivester Jackson Distinctive Properties.



“ I offer a level of service, consistently, that a lot of people aren’t willing to. And there are sacrifices that come with that, but it’s a part of quality of service and the honesty and integrity it takes to maintain a brand, an image, a reputation for yourself. ”

“We’re always going to sporting events,” Abigail adds. “We spend a lot of time visiting with family and doing things in and around Charlotte on the weekends.”

The family also loves to travel, and Abigail is working to support military charities, given her family’s background.

With a bright future ahead, and with a strong support system and family history driving her, Abigail sees only positives from her decision to go full-time, even with the sacrifices that come along with that decision.

“I didn’t know how much I would love it, with the people I get to meet and how it would coincide with my design background. The story’s still unfolding. It’s opened a lot of different doors, from a personal perspective and a career perspective as well. You have to be able to understand what it involves to market yourself, to grow, and be self-disciplined in pursuing the industry. But if you have good mentors and align yourself with people that work in similar ways and are willing to learn and roll with the punches, you can certainly be successful, and it’s worth pursuing.”



# AMY PETERSON

*Built on Relationships*

» cover story By Zachary Cohen • Photos by Don Elrod



Amy Peterson  
and her assistant,  
Kathryn Johnson

While studying communications at North Carolina State University in the early 2000s, Amy Peterson picked up part-time work at a local real estate office. Her primary goal was to gain experience and earn money while attending school, but during this period, something unexpected happened:

**Amy discovered a passion for real estate.**



Growing up, Amy watched her father run a family commercial construction business. Her grandmother had her real estate license, although she only used it for personal investments.

“They were inspirations to me,” Amy reflects. “My dad helped inspire a passion to have my own business, and I share his drive, work ethic, and his love for people. My grandmother influenced me by introducing me to real estate. That planted a seed.”

Once Amy got a taste of the real estate business, she recognized an opportunity. Her temporary job answering phones at a local office became a long and successful career.

“During that time, I realized I had a strong interest in real estate. I was excited to watch and learn from the agents in the office. I realized the business was about relationships with people and helping people. I got excited about seeing the joy these buyers and sellers would gain through a real estate transaction, and I started feeling I could see myself going in that direction too. I love one-on-one connections, I love helping people, and I have a genuine interest in homes. It seemed like a good fit.”

After graduating from NC State in 2004, Amy moved back to Charlotte, where she was born and raised. She began her real estate career with Allen Tate, a company she was drawn to for its family feel, the following year.

**Relationships First**

Nearly 20 years later, Amy is still thriving in real estate. She remains at Allen Tate, where she’s built a steady business

as an individual agent. Her assistant, Kathryn Johnson, has been by her side for the last eight years.

“Kathryn is an amazing asset to my business. Her love and dedication to serving our clients has been a blessing, and I am so grateful for her friendship and partnership,” Amy says.

Amy has built her business on the relationships she maintains. As a South Charlotte local, she’s leveraged her connections and intimate knowledge of the area to create a lasting flow of business.

“My business has always been built on referrals,” she explains. “When I first started, I wrote letters to anyone I could think of, five to 10 a day, and mailed them out, asking everyone I could think of, if they had a real estate need, to call me. My business started with friends and family supporting me, and then it rolled into referrals. I’ve never done much personal marketing.”

Amy balances her relational approach with a detail-oriented, system-focused mindset. This helps ensure she’s dotting her i’s and crossing her t’s during every transaction.

Amy’s approach has been a big success. She’s closed over \$300 million in her career and over \$125 million in the last three years, including a career-best \$46.6 million in 2020. She tends to play in the luxury arena (she closed a \$4.7 million deal in 2021 and a \$4.1 million deal in 2022) but continues to work with buyers and sellers at all price points. Most of her business lies within South Charlotte.



“This work brings me so much joy. I just want to continue to grow my business. I just want to take extra good care of my clients, and I want to continue building my relationships with other REALTORS®.”

**Faith and Family First**

As grateful as Amy is for her real estate business, faith and family are her top priorities. In addition to her husband and daughters, her siblings and parents remain in the Charlotte area.

“The most important thing to me is my faith. This has been the foundation of my life from an early age, instilled in me by my mom and dad. My mom has a compassionate servant’s heart, which has been another significant influence and has inspired my passion for serving and helping my clients. Second, is my husband. We grew up together and went to school together since kindergarten. We’re middle school/high school sweethearts. We have a long history, and he’s my best friend and number one supporter.”

Amy and Jason have three daughters, Anna Merritt (11), Lucy (8), and Elizabeth (6). They recently added a new member to their family when they adopted a puppy at Christmas.



Amy Peterson and her husband, Jason, with their daughters, Lucy, Elizabeth and Anna Merritt

**Right Where She’s Meant to Be**

After nearly two decades in real estate, Amy can’t imagine doing anything else. Her work continues to bring her daily happiness and fulfillment.

“This work brings me so much joy. I just want to continue to grow my business. I just want to take extra good care of my clients, and I want to continue building my relationships with other REALTORS®. That’s the focus. Their happiness is the most meaningful reward for me. I enjoy listening to people and hearing people’s stories,” Amy smiles. “I hope I’m a good example to my girls, to show them that they can find a job they love and to work hard toward their dreams.”

**WORDS OF WISDOM**

“It’s important to stay positive in this business. It’s a lot of long hours, and you have to be flexible. I hope I bring joy to others when they work with me. I feel like we all have to spread joy and not lose sight of a smile and laughter. Buying a home ... people are often overstressed. If we can stay calm and positive and listen to others, that is the key to this business.”



►► healthy living

# GROUND YOURSELF

## in Nature This Spring

Bridge the gap between your body and the natural world through springtime mindfulness.

By **Shauna Bryant, National Editor**

As T.S. Eliot reminded readers in 1922, “April is the cruellest month.” Here, the famed modernist poet refers to, among other things, the liminal state between the cold and starkness of the landscape during winter and the promise of renewal and fruitfulness in spring, particularly for yesteryear’s agrarian societies. However, the transitional nature of April remains difficult over a century later; the lingering pall of winter still chills our days, and serotonin and vitamin levels struggle, while the earth begins to warm and transform, impacting expectations and rhythms. How can we navigate the changing seasons in harmony with our bodies and minds? Try one of the following therapeutic techniques this month.

**Forest bathing:** Originating in Japan, forest bathing encourages connection to nature through our senses. Don’t worry, no actual bathing is involved — rather,

a slow, mindful walk in nature allows the bather to focus deliberately on their surroundings, tethered to the sights and sounds of the present moment. This practice has been linked to lower blood pressure, heart rate and levels of cortisol, depression, fatigue and anxiety.

**Grounding:** Also called “earthing,” grounding is the practice of realigning our energy with the earth’s natural electric charge, supporting the body’s ability to heal and regulate itself. This technique involves direct skin contact with the earth’s surface (e.g., walking barefoot, lying on the sand, swimming in natural bodies of water). Grounding has been shown to reduce inflammation and chronic pain and improve blood flow, energy levels, sleep and mood.

This year, celebrate Earth Day — April 22 — by getting your feet on the earth and your head in the forest. Your health will thank you!



“April is the  
cruellest  
month.”  
—T.S. ELIOT



Why would your client not  
get a survey to protect their

# largest

## investment?


Call or email us  
today for a custom  
survey quote!

Serving the Mooresville  
and Greater Charlotte Area  
for nearly 50 years!

DonAllenSurvey@gmail.com  
704-664-7029  
131 Crosslake Park Dr. Suite 102  
Mooresville, NC 28117


**D.A.S.** Quality Surveying  
Top Quality since 1971





**NEED TO REFOCUS ON  
YOUR MARKETING?**

support@roosterfish.media   www.roosterfish.media   @roosterfishmedia   (980) 483-5140




**roosterfish**  
media

Focused On Real Estate

- PROFILE VIDEOS
- LISTING VIDEOS
- COMMUNITY VIDEOS
- COMMERCIAL VIDEOS
- CUSTOM VIDEO PACKAGES
- MONTHLY VIDEO PACKAGES

**BOOK TODAY!**



Shop  
**LOCAL.**  
Shop Farm Bureau.

**FARM  
BUREAU  
INSURANCE**

Auto • Home • Life • Health • Bank®  
**ncfbins.com**

An Authorized Agency for  
  
Blue Cross Blue Shield  
of North Carolina

NCSVB844174 \*North Carolina Farm Bureau® Mutual Insurance Co. \*Farm Bureau® Insurance of North Carolina, Inc.  
\*Southern Farm Bureau® Life Insurance Co., Jackson, MS \*An independent licensee of the Blue Cross and Blue Shield Association

704-841-8700  
**Matthews**  
534 West John St  
Matthews, NC 28105





# SHEPARD LAW, PLLC

Helping with what matters most:  
*Home & Family*

Shepard Law attorneys have been representing families and individuals through every major milestone of life since 2009. No matter the size and scope of your estate planning, real estate, or probate matter, our attorneys are here to guide you.

Hablamos Español

- Real Estate Purchase & Refinance
- Estate Planning • Probate

**With Three Locations To Serve You:**

8520 Cliff Cameron Dr., Suite 190  
Charlotte, NC 28269

5160 Poplar Tent Rd.  
Concord, NC 28027  
(704) 796-3100

Daetwyler Plaza  
13420 Reese Blvd. W  
Huntersville, NC 28078



shepardlawpllc.com

info@shepardlawpllc.com



@ShepardLawPLLC



## TOP 200 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Feb. 28, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------



# TOP 200 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Feb. 28, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	------------	--------------------------	------------	-------------------------	-------------	----------

**Disclaimer:** Information based on Canopy MLS closed data as of March 4, 2023, for residential sales from January 1, 2023, to February 28, 2023, in the Charlotte metropolitan area. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



# LENDING PEACE OF MIND

## MEET YOUR CHARLOTTE MORTGAGE EXPERT SELL QUICKLY. CLOSE FASTER.



**Mike Ray**  
Senior Mortgage Banker  
NMLS #415542, Licensed in GA #415542, NC, SC, VA

Direct: 704-724-9997  
Fax: 833-531-1419  
mikeray@atlanticbay.com  
www.MikeRayMortgage.com

With your real estate knowledge and my 13+ years of mortgage experience, we can make our clients' homeownership dreams a reality.

\*Homeowner's preferred mortgage loan will be guaranteed. All loans subject to income verification, credit assessment and proper appraisal. Not a commitment to lend. Atlantic Bay Mortgage Group, LLC, NMLS #720413 (myhomeownerdreams.org is an Equal Opportunity Lender). Located at 600 Lightmeadow Parkway Suite 203 Virginia Beach, VA 23462.



# TOP 200 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Feb. 28, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	---------------	-----------------------------	---------------	----------------------------	----------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	---------------	-----------------------------	---------------	----------------------------	----------------	----------

**Disclaimer:** Information based on Canopy MLS closed data as of March 4, 2023, for residential sales from January 1, 2023, to February 28, 2023, in the Charlotte metropolitan area. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.



THE BABINSKI

MORTGAGE LENDING TEAM

 MOVEMENTMORTGAGE

We look forward to  
partnering with you  
this spring!

Jessica Babinski Senior Loan Officer

704.408.1974 • jessica.babinski@movement.com

Call Jessica, one of the most trusted names in  
residential mortgages for over 20 years!

\*While it is Movement Mortgage's goal to provide underwriting results within 6 hours of receiving an application, process loans in seven days, and close in one day, extenuating circumstances may cause delays outside of this window | 6832 Morrison Blvd, Ste 130, Charlotte, NC 28211 | Jessica Babinski :FL-LO109626, NC-I-204245, SC-MLO-3592, VA-MLO-641VA | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: www.nmlsconsumeraccess.org). Additional information available at movement.com/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.





48 • April 2023

 @realproducers

realproducersmag.com

Charlotte Real Producers • 49



# TOP 200 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Feb. 28, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	---------------	-----------------------------	---------------	----------------------------	----------------	----------

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	---------------	-----------------------------	---------------	----------------------------	----------------	----------

**Disclaimer:** Information based on Canopy MLS closed data as of March 4, 2023, for residential sales from January 1, 2023, to February 28, 2023, in the Charlotte metropolitan area. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

## Cash Purchase Now, Finance Later.

AFI Mortgage recognizes the challenges with the low home inventory crisis that home shoppers are facing in today's market.

To help overcome this challenge, AFI Mortgage will purchase the home of your dreams for cash and allow you to finance later.\*

\*Program guidelines apply. Consult an AFI Mortgage Professional today to learn more.



**Robert Cotton**  
Branch Manager  
NMLS 380404  
**Office: 980.220.2521**  
Email: [rcotton@amerifirst.us](mailto:rcotton@amerifirst.us)  
Web: [www.rcotton.amerifirstloan.com](http://www.rcotton.amerifirstloan.com)

**AFI MORTGAGE**  
A DIVISION OF AMERIFIRST FINANCIAL, INC.

AFI Mortgage NMLS 145368  
5960 Fairview Rd., Suites 300 & 400, Office 455  
Charlotte, NC 28210

AFI Mortgage, division of AmeriFirst Financial, Inc., 1550 E. McKellips Road, Suite 117, Mesa, AZ 85203 (NMLS # 145368). 1-877-276-1974. © 2022. All Rights Reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates, and programs are subject to change without prior notice. All products are subject to credit and property approval. Not all products are available in all states or for all loan amounts. Other restrictions and limitations apply. AmeriFirst Financial, Inc. is an independent mortgage lender and is not affiliated with the Department of Housing and Urban Development or the Federal Housing Administration. Not intended for legal or financial advice. Visit <https://amerifirstloan.com/pages/state-licensing> for all state licenses information. Visit NMLS Consumer Access at <https://www.nmlsconsumeraccess.org/>.



# TOP 200 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Feb. 28, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
------	------	--------	---------------	-----------------------------	---------------	----------------------------	----------------	----------

**Disclaimer:** Information based on Canopy MLS closed data as of March 4, 2023, for residential sales from January 1, 2023, to February 28, 2023, in the Charlotte metropolitan area. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

CHARLOTTE  
**REAL PRODUCERS**  
CONNECTING. ELEVATING. INSPIRING.

WANT TO BE FEATURED AS A

# RISING STAR?

OR KNOW SOMEONE WE  
SHOULD FEATURE?

- ★ Five years or less in the business
- ★ At least \$3 million in sales in one calendar year
- ★ Active on social media

For more information, to nominate or to request to be featured, please email [Wendy@kristinbrindley.com](mailto:Wendy@kristinbrindley.com).

## COMPREHENSIVE RESIDENTIAL & COMMERCIAL REAL ESTATE INSPECTIONS



**STARTING AT \$350\***  
\*Less than 1,499 SF

- Residential Inspections for Buyers & Sellers (Add-On Services Available)
- Commercial Inspections for Warehouses, Office Spaces, Apartments & Multi-Family Units

**(336) 302-0704**

[/JCGrantInspections](https://www.facebook.com/JCGrantInspections)

[residential@jcgrantinspections.com](mailto:residential@jcgrantinspections.com)

[commercial@jcgrantinspections.com](mailto:commercial@jcgrantinspections.com)



JC GRANT INSPECTIONS, LLC

**SUPERIOR**  
SCHOOL OF REAL ESTATE

SuperiorSchoolINC.com  
877.944.4260



**Bringing you engaging content,  
in class types tailored to your comfort**

**At Superior, we believe learning should  
entertain and engage.**

We believe in excellence, as proven by our ability to license more brokers, year over year, than any other real estate school in the state. Finally, we believe getting an education should be flexible, which is why we offer multiple ways to learn, like online courses and livestream classes, as well as in-person classrooms ... because your schedule, your life, comes first.

**Learn more today at [SuperiorSchoolINC.com](https://SuperiorSchoolINC.com)**



## FOR ALL YOUR PHOTOGRAPHY & VIDEO NEEDS

High-quality photos & videos for all kinds of events, from real estate shoots and dance performances to school portraits and professional headshots.

[Schedule at ElrodDigital.com](https://ElrodDigital.com)



**DON ELROD**  
Owner & Photographer



# Pre-Sale Renovations in Just 3 Weeks

Financing Available

RENOVATIONSELLS.COM/CHARLOTTE

BEFORE

AFTER

\$18k

We handle everything so you don't have to.

ON-TREND DESIGN | MATERIALS | CONSTRUCTION

WILL ALLEN  
WILL@RENOVATIONSELLS.COM  
(704) 237-6651  
@RENOVATIONSELLS

Ask about our great rates on

# Home & Renters Insurance

Matthew Young  
336-852-7283  
4401 W. Wendover Ave | Greensboro  
MYoung@geico.com

**GEICO** | LOCAL OFFICE | [geico.com/greensboro](https://www.geico.com/greensboro)

Some discounts, coverages, payment plans and features are not available in all states, in all GEICO companies, or in all situations. Homeowners, renters and condo coverages are written through non-affiliated insurance companies and are secured through the GEICO Insurance Agency, Inc. GEICO is a registered service mark of Government Employees Insurance Company, Washington, D.C. 20017; a Berkshire Hathaway Inc. subsidiary. GEICO Glocks image © 1998-2021. © 2021 GEICO



PHOTOS. VIDEOS.  
AERIALS. 3D TOURS.

Michael Velet | 704.712.0197  
book@myswiftphoto.com | swiftphotollc





## Let the Good *Thymes* Roll!

Springtime selling is here—what a re-leaf! Now's the time to add First American home warranty coverage to all your transactions—and watch your business bloom.

**Contact me for complimentary marketing materials.**



*First American  
Home Warranty™*

Your Local Resource  
**704.244.0648**

*"Protecting Client Relationships, Budget and Time"*

**firstamrealestate.com | Phone Orders: 800.444.9030**