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# wishing you an INTENTIONAL NEW YEAR!

Dear Charlotte Real Producers,

Happy New Year! I hope your holidays have been happy and healthy, full of family, friends, laughter and love. As we launch into 2023, I wanted to share some thoughts on how to create the year that you want by optimizing intentionality.

Putting pen to paper and writing out your goals is impactful because the act of writing something cements it in your brain. And since our brains accept what we tell them without question ... written or verbalized goals and affirmations are empowered to manifest in our lives. I encourage you to find a quiet moment to sit with yourself and write out your hopes and dreams for this year and into the future.

A boss of mine, years ago, had a pretty cool, personal New Year's tradition. Each New Year's Eve, instead of partying, she would have a "me" night, where she would get out the goals she'd written a year ago, on the last New Year's Eve, and check off how many things on the list she'd accomplished in the past year. She would cross off what no longer seemed important, keep the things she'd still like to achieve, and add new goals for the coming year. (A boat, she said, had been on her list for a dozen years; she just kept moving it forward.)



Another intentional activity is creating a vision board—same concept. Taking the time to think about and then physically put together a board with powerful images, messages, dream locations, and bucket-list stuff cements your intentions, percolates them in your consciousness, and helps bring them to life.

Whether you write them out, make a vision board, or choose some other tangible way to clarify and reinforce your goals, taking the time to do this is a very worthwhile effort for those who want to be in the driver's seat of their lives.

With the market poised to have significant changes yet again, self-awareness and intention will play a big role in helping us navigate whatever the new year may throw at us. Here, at Real Producers, we plan to continue to connect this community so that we can draw strength and inspiration from each other, continue to learn tips and tricks and share best practices, and get together to blow off some steam with some of the nicest, most inspiring people we know! We're excited about the **Masters Masquerade Ball coming up on March 9th** and can't wait to see everyone decked out for an evening of serious fun! Your exclusive invitation will be coming soon!

Wishing you a happy, healthy, prosperous New Year, and one in which the clarity of your intentions — and the actions you take to further them — help you have one heck of an awesome 2023!

Sincerely,



**Kristin Brindley**

Owner/Publisher  
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## FOOD FOR THOUGHT

What will you do differently in 2023?

## Setting Your 2023 Goals?

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CHARLOTTE REAL PRODUCERS PRESENTS



# MASTERS MASQUERADE *Ball*

THURSDAY, MARCH 9, 2023

6:30 PM – 10 PM

LOCATION TBD



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## What was your proudest moment in 2022?



**SUSAN JAKUBOWSKI**  
**Premier Sotheby's International Realty**  
I have the highest sale in contract in all of Mooresville ... ended 2022 with the highest sale in Mooresville. And I have twins that are 22, and they both graduated college this year — moved to Manhattan and got great jobs.



**JOSH TUCKER**  
**Corcoran HM Properties**  
Working with the Lake Norman Humane Shelter and being on their board of directors. Helping the animals is very important to me.



**ANNETTE SEMPRIT**  
**Helen Adams Realty**  
From a professional perspective, I had a listing interview on Saturday, and on Sunday was given the listing with the goal of going active four days later. I was able to pull my favorite stager and measurer in there on Monday, had them stage and furnish the house on Tuesday, had amazing photography, including twilights and aerials, by Wednesday, broker luncheon on Thursday, started showings on Friday, and multiple offers by Saturday. I still can't believe I was able to line up all the top-tier individuals who helped me pull that off. The stars aligned for all of us.



**DAVID DIGIOIA**  
**DiGioia Realty**  
My child is graduating and getting a job.



**KEN RIEL**  
**COMPASS Southpark**  
I run a literacy organization — REALTORS® Read — and we supply books to kindergarten students (trying to help underprivileged kids).



**BRETT CARRAWAY**  
**Northstar Real Estate LLC**  
Personally, we completed the dream home for my family, and that was finished a month ago. We built a lot of things specifically for our family and our children, and seeing how much my family loves it is probably my proudest moment. Business-wise, I sold the most expensive house ever for me so far in 2022.



**ANNE STUART MITCHENER**  
**Dickens Mitchener Residential Real Estate**  
I've only been in the real estate business since the end of 2020, and in 2021, I was named Rookie of the Year at my brokerage. Then, in 2022, I made the top agent board.



**JOHN BOLOS**  
**Keller Williams SouthPark**  
Changing my diet is probably the best thing I did this year. I went full vegan for three months, and after that three months, I'm now only eating meat about four to six times a week. I've had major health improvements and feel fantastic. I went from being called "The Hamburger Guy" to "The Juice Man."



**JILL MILLER**  
**Helen Adams Realty**  
Having brought on a partner and settling into a good partnership. More importantly, I worked hard on a great partnership for the benefit of clients.



**BEN BOWEN**  
**Premier Sotheby's International Realty**  
Merging my firm with Sotheby's.



**MICAELA BREWER**  
**Premier Sotheby's International Realty**  
I have three kids and a husband, and I would say passing the exam after my kids were constantly asking if I passed, then seeing how excited they were for me. Professional — getting my buyer a house she really wanted and winning against so many other people even though I was new to the business.



**MIKE MORRELL**  
**Keller Williams Connected**  
My proudest moment was watching four team members either buy their first home or first investment property. At this point, our team members becoming successful is what is most exciting to me.



**LIZ KOELLING**  
**Matt Stone Real Estate**  
Highest first-year production with Matt Stone.



**ALY CARLSON**  
**Keller Williams Ballantyne Area**  
My proudest moment was taking my daughter onto the team and creating a business with her.



**KRISTINA KHONA**  
**Realty ONE Group Revolution**  
I want to continue to maintain consistent business for at least one sale a month.



**BRIAN MCCARRON**  
**eXp Realty**  
Intervening with Real Producers and going off on my own.



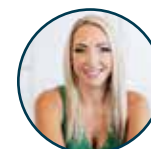
**GABI CULPEPPER**  
**Dickens Mitchener & Associates Inc.**  
Finding first-time buyers homes in this competitive market! One client, in particular, was amazing. We looked for close to a year, and he never lost faith we'd find something. The day he and his wife signed and got the keys was priceless.



**STEVEN MORGAN**  
**Better Homes and Gardens Real Estate**  
Beating cancer.



**KAREN PARSONS**  
**RE/MAX Executive**  
Got to see my grandbaby born.



**BARBARA PEREIRA**  
**Allen Tate SouthPark**  
I moved here from California in 2018, not knowing anyone, and got my real estate license. Since 2018, I've had repeat transactions with two to three clients in 2022.



**JONATHAN DIANNI**  
**Compass**  
I've been able to manage my business life and personal life very well. Able to invest a lot of time into family and business.



**LIBBY GONYEA**  
**Helen Adams Realty**  
My son started high school. Shift in the market and was able to consult clients.



**NAOMI ABEL**  
**NextHome Paramount**  
I closed on my beach house on Oak Island.



...



**ABIGAIL HINES MILLER**  
Ivester Jackson Properties

Moving to Ivester Jackson to focus on luxury homes really helped me grow my business.



**JAMES WEBB**  
Allen Tate SouthPark

The birth of my daughter.



**NADIA MEREDITH**  
Cottingham Chalk

I got a license in South Carolina to sell someone a horse farm. I watched her start her dream business and was so happy to be there for it. Love that all transactions are different.



**BETHENNY BULLARD**  
eXp Realty

I developed a really workable system and boundaries in my business, allowing me to travel a lot with my family. For the first two years, I was more focused on my business.



**ELIZABETH MCNABB**  
Corcoran HM Properties

I had my second child in March. In her first six months of life, I closed the most homes I ever had and got that feeling of being able to balance it all.



**MELISSA O'BRIEN**  
Keller Williams Ballantyne Area

I surpassed 2021.

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▶▶ special events  
Photos by Don Elrod



# WINTER MIXER

DECEMBER 1, 2022

Our Charlotte Real Producers Winter Mixer at The Olde Mecklenburg Brewery was a sparkling success! Thanks to all of you who graced us with your presence, agents and partners alike. It was an absolute honor seeing some familiar faces there, as well as meeting many for the first time (and certainly not the last!). We are thrilled to have been the catalyst for new connections made over drinks and handshakes, and had a joyous time ourselves connecting with the best that Charlotte has to offer. A very BIG thank-you to our friends at **Ease Plumbing**, who sponsored this kick-off event with us.

Our film crews captured a slew of great moments. Please go check them out on our Facebook page [www.facebook.com/Charlotterealproducers](http://www.facebook.com/Charlotterealproducers). If you were one of the lucky attendees, **be sure you join our private Top 500 FB group today and tag yourself and your friends in the pictures!**

We can never express enough gratitude for our preferred partners — we simply could not do what we do without your tremendous support. Thank you again for being part of our special Charlotte Real Producers community. We appreciate you all and can't wait to see everyone again at our next event!

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









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» agent spotlight

ANNETTE

*the winding road*

SEMPRIT

By Zachary Cohen • Photos by Kelly Klemmensen

“Getting into real estate was a total lark.”

Annette Sempritt is a first-generation American born in the States to a Cuban mother and a Puerto Rican father. Her husband, Javier, is from northern Spain and moved to the U.S. from Belgium as an adult. Annette’s multicultural background has helped her become flexible, resilient, and comfortable in a wide array of social settings. She has an easy time finding common ground with people from all walks of life.

These qualities have helped Annette live a varied and colorful life. For the past 19 years, she’s settled into a career in real estate, where she’s able to offer her gifts to clients, partners, and friends.

“People are my passion,” Annette says. “This may sound so trite, but I sincerely mean it. Earning an income is nice, but my true motivator is my desire to help people... Buying and selling a home is a big deal and scary for most people. I’m just honored that people entrust me with this task.”

#### Becoming a REALTOR®

After graduating from the University of North Carolina Greensboro, Annette took a job as a flight attendant with American Airlines. Based out of Chicago, she quickly discovered she was unprepared for the cold winters. During this stint, she had the opportunity to see the world, but working for the airlines was always intended to be a temporary gig. So she came home to Charlotte after two years to embark on her intended career path in publishing. She worked for a small local publisher and eventually moved into a sales role in print marketing with Vertis Communications, a national direct marketing company, where she worked for 10 years.

Annette loved her work in printing, and after a decade in the industry, she decided to start her own publication. What happened next was totally unexpected.

“Getting into real estate was a total lark,” Annette says candidly. “I wanted to start a publication and started working on a business plan but due to a recent divorce was short on expendable cash. How was I going to pay the bills?”

Annette asked a friend to help her land a part-time job at the bank he worked for, which is when he told her what a mutual friend was making in real estate. He suggested Annette take a look at becoming a Realtor.

“Until that moment, the thought had never occurred to me,” Annette continues. “I thought to myself, ‘If I only did a third of the amount of business our friend did, I could pay my bills and have enough free time to start my publication.’ So sign me up!”

Annette was licensed in 2004, at the height of the real estate boom. She landed two buyers on her first day out of training, and her business snowballed. As she discovered her passion for real estate, her plans for starting her own publication soon fell by the wayside.

“I was working around the clock, and to my surprise, I loved it,” Annette smiles.

...







“ I can see myself working at this another 20 years, way into retirement age. ”



Annette Sempritt joined Helen Adams Realty in 2017.

**Building Blocks of Success**

Annette eventually remarried and started a family. She found real estate the perfect fit for a working mom, allowing her financial security and personal fulfillment in a professional environment. The flexibility real estate offers enabled her to be present for her children.

Annette got started at Allen Tate Realtors®. She spent 13 years with the company, during which she had the pleasure of working with generous agents and brokers like her mentor (and broker in charge), Poo Alexander.

In 2017, Annette moved brokerages, landing at Helen Adams Realty. The brokerage fit her vision for a company that could serve a broad client base and had an inviting, family-like culture.

“Choosing Helen Adams was an easy decision, and I continue to be impressed with Jeff and his family’s commitment to their agents and staff,” Annette explains.

Annette has closed an impressive \$135 million in her career. The last two years, in particular, have been record-setting years for her, which she largely attributes to the excellent help and support offered to her at Helen Adams Realty.

**A Rich Life**

Annette and Javier have two teenage children. They enjoy traveling to see family and weekends in the mountains.

“Day to day, I suspect our lives are like everyone else’s, running around getting everyone from one activity to another, losing our minds,” Annette says with a laugh. “Most days, you’ll find me yelling at the kids to clean their rooms and get their homework done. We are your stereotypical loud Latino family, except for our daughter, the calm one. If you walk your dog past my house, I’m pretty sure you’ll hear us from the street, even with the windows closed.”

Annette taps into a sense of gratitude as she reflects on her journey. She never expected to be a real estate agent, but she’s found a career that is the perfect fit for her lifestyle, personality, and skills. As she looks ahead, she’s not sure what the future holds, but one thing is for sure — she’s going to keep her upbeat nature and high-spirited energy flowing freely.

“I can see myself working at this another 20 years, way into retirement age. But then, that contradicts my other dream of retiring at a normal age, sitting in my oak-paneled drawing room overlooking a beautiful lake view and writing a best-selling novel while enjoying my millionaire lifestyle,” Annette quips.





“ I am **DRIVEN** by the people that I get to work with. ”

# ANNE STUART

## MITCHENER

► rising star

By **Dave Danielson**  
Photos by **Kelly Klemmensen**

Lighting the Path Forward

A sure sign of a leader is someone who wants to make a lasting, positive difference in the lives of those around them.

That’s a quality that Anne Stuart Mitchener definitely puts out into the world on a daily basis.

As a REALTOR®/broker with Dickens Mitchener Residential Real Estate, Anne Stuart uses her skill set and care for others to light the path forward.

“I am driven by the people that I get to work with. I have a background in mental health counseling and social work,” Anne Stuart says.

“I am motivated by my clients. It means a lot to me to have the trust of someone.”

**Local Roots**  
Anne Stuart was born and raised in Charlotte as the youngest of a blended family of five siblings. As she came of age, she moved away to attend college and graduate school.

From there, she went on to live abroad for a time before returning to the U.S. Along the way, she dove into a career that would put her front and center when it comes to helping others. She worked in mental health counseling for families experiencing homelessness.

**Opening a New Door**  
As COVID-19 swept the globe, Anne Stuart considered what her next career steps might be. In the process, she talked with her aunt, Vicky Mitchener, about her growing success in real estate.

“Through time, Vicky had encouraged me to get into real estate, but I had never really had the courage to make the leap,” she remembers. “As COVID-19 began, I talked with her again about it. At that time, she said I should let her know whenever I wanted to go for it.”

As the pandemic tightened its grasp on the world, Anne Stuart made the decision to move into real estate ... earning her license in summer of 2020.





### Passion for the Profession

The passion that Anne Stuart has for her work is clear and is based on variety.

“Every day is completely different. I have never done a 9-to-5 desk job, really. I like to keep things interesting and be faced with new challenges,” she says.

“In real estate, I like the day-to-day aspect of the business and how you can continue to learn something new all the time. At the same time, I love to meet new people ... including clients, colleagues, and vendors.”

### Family Foundation

Away from work, Anne Stuart’s life is made much richer by her family ... including Vicky.

“She is our leader, but beyond that, she is my mentor and biggest influence. She has been incredible to work with,” Anne Stuart points out.

“She is hands-on when I need her to be and always supportive. I have learned so much from her.”

“

Whenever there is a **challenge** in front of me, I will do everything I can to tackle it and **help people** along the way.

”

Anne Stuart Mitchener is a rising star with Dickens Mitchener Residential Real Estate.

Anne Stuart also gives credit to her uncle, Steve Mitchener, who gave Vicky advice when she started in real estate that Vicky then passed on to Anne Stuart.

“He said, ‘People aren’t going to automatically know you are now in real estate. You have to pick up the phone and call them or invite them to lunch and catch up with them. Quality conversations always go a long way.’ That has been really great advice,” Anne Stuart says.

In her free time, Anne Stuart enjoys yoga classes, along with spending time with her friends and her husband, Ross.

### Leading by Example

When it comes to giving back to the community, Anne Stuart has been involved in supporting affordable housing efforts in her hometown of Charlotte and is a proud supporter of The Homeowners Impact fund, started by Vicky Mitchener.

“That’s something that I am very passionate about,” she says with a smile.

When you talk with Anne Stuart, it’s easy to see her hardworking and caring approach — the qualities that have made her a growing success in life and business.

“Whenever there is a challenge in front of me, I will do everything I can to tackle it and help people along the way,” she says.



►► cover story

# SUSAN

MAKING  
MOORESVILLE  
HOME

J A K U B O W S K I

By Zachary Cohen • Photos by Kelly Klemmensen

Susan Jakubowski has been one of Mooresville's top real estate agents since she began her North Carolina real estate career in 2015, but her real estate experience started long before she ever closed a home in North Carolina.

Susan's first taste of real estate came shortly after getting married. Her husband, a general contractor, already owned a home. So the couple took their wedding funds and purchased a duplex as an investment. The exterior was in decent condition, but the inside was in dire need of repairs. The couple fixed it up and rented it out, marking their first successful real estate investment. This experience also got Susan curious about a career in real estate.



At the time, Susan lived in Rockland County, just north of New York City. When she obtained her New York real estate license a few years later, she still worked as a full-time accountant. She used her license primarily for personal investments, helping a few friends and family members out along the way, while her primary professional focus remained on accounting.

#### New Beginnings

When the recession hit in 2008, Susan and her family decided to make a significant change. She and her husband, John, relocated to North Carolina with their 8-year-old twins in tow.

"We just decided we wanted a different lifestyle and a better quality of life. We had confidence in ourselves," Susan reflects.

...

“WE JUST DECIDED WE WANTED A DIFFERENT LIFESTYLE AND A BETTER QUALITY OF LIFE. WE HAD CONFIDENCE IN OURSELVES.”





“  
I’M TENACIOUS.  
I GO AFTER THINGS.  
I’M AMBITIOUS.  
I’M HIGH INTEGRITY.”



Susan Jakubowski is a top producer with Premier Sotheby’s International Realty.

...

Susan landed in North Carolina with the economy still struggling. Construction was slow, so she and John spent much of their efforts on real estate investing. They began buying foreclosures, renovating, and flipping the properties. That led Susan to get her North Carolina real estate license in 2014.

“One of my girlfriends asked me to sell her house pretty early on. I sold her house, then had another girlfriend looking for waterfront property. She said, ‘You’re a natural at this.’”

Referral after referral flowed in, and soon enough, Susan was busy in real estate. She found that not only was she good at selling real estate, but she genuinely enjoyed it. By 2016, she was selling full-time.

#### Rising to the Top

Over the next few years, Susan’s business continued to grow, culminating with her best year to date in 2021, when she was named the number one agent for single-family homes in Mooresville, per Canopy MLS. She also recently changed brokerages, joining Premier Sotheby’s International Realty.

As a real estate agent, Susan brings relational and analytical skills. She draws on her experience as a CPA to guide clients’ financial decisions, price renovations, and appraise homes. She’s a hard worker and an outside-the-box thinker with a penchant for overcoming obstacles.

“I’m tenacious,” Susan says proudly. “I go after things. I’m ambitious. I’m high integrity. Because we’ve bought so many times, I can put myself in a client’s shoes when there are tough decisions. I can see the big picture.”

#### Family First

When Susan moved to North Carolina, her son, James, and daughter, Julia, were 8; now, they are 22. Susan and John are officially empty nesters.

In an ironic twist of fate, James and Julia now live in Manhattan, where they are building careers in technology consulting. Becoming an empty nester has been a bittersweet experience for Susan.

“It’s been sad but also enjoyable. We’re taking more trips. We’re enjoying their young adulthood,” Susan says.

In her newfound free time, Susan enjoys boating, going to restaurants on Lake Norman, playing pickleball, reading, and staying fit. She and John are members at Trump National Golf Club Charlotte, so they enjoy their membership benefits. Much of Susan’s family moved to North Carolina, too, and family is at the center of her world.

As Susan reflects on her journey, she taps into a sense of gratitude. Taking a leap of faith to move to North Carolina — and another to becoming a Realtor full-time — has led her to a life of joy and fulfillment.

“I’m so blessed,” Susan smiles. “I have a strong business. My family is here. I will stay in North Carolina forever. I love it here. It is such a nice place to live. There is so much to explore. I’m a better person here... Oh, and don’t forget about the country music — one more thing I’ve really come to enjoy.”





## Observing Oosouji: Out with the Old

It's a new year, a transitional time to embrace the sentiment of "out with the old, in with the new." There's something about turning over the calendar page (hello, 2023!) that feels fresh and invigorating, like anything is possible.

In Japanese culture, the concept of *oosouji*, which literally translates as "ooo" (big) and "souji" (cleaning), presents a similar notion, with an emphasis on clearing out the old. In fact, it is considered inauspicious to welcome a new year with any "old business" (including dirt and clutter!) outstanding. How can we adopt this ritual of release as we march forward into a brand-new year?

Start with the right mindset. We often view cleaning as a dreaded task to be procrastinated as long as possible. Try to reframe this problematic mentality as one of forward-looking productivity. Much like a ritual, clearing out the physical dust of the old year means also clearing out the emotional and mental dust, wiping the slate clean for what is to come.

With that liberating viewpoint in mind, it's time to get your hands dirty:

- *Oosouji* is, traditionally, a top-to-bottom cleaning, so start at the top by dusting ceilings and fans, wiping down walls and dusting furniture and then vacuuming, sweeping or mopping floors.
- Designate several boxes in each room for items that are no longer meaningful, beautiful or loved, and when you've finished with your task, pass them along however is appropriate. Eliminating what you no longer use creates space for new ideas and frees you from unnecessary burdens. Also, include a bag or box for waste, removing it (symbolically taking out the mental "trash") from the house as soon as you finish that room. You will be surprised at how much lighter you feel!
- Last, remove stains from your home, whether on the furniture, carpet or grout. Old stains remind us of the past and have no place in a newly purged space.

If possible, every family member should be involved in your cleansing practice, making careful decisions about their individual possessions and benefitting from this fresh start. Happy New Year!

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## TOP 200 STANDINGS

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Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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A close-up photograph showing a white, fuzzy mold growing on a dark, textured surface, possibly a wall or ceiling.


**Mold Testing**

A photograph showing a close-up of a termite colony, with small, light-colored termites visible on a dark, textured surface.

**Termite Inspections**

A photograph of a yellow handheld infrared scanner device with a digital display screen showing a thermal image.

**Infrared Scanning**

A photograph showing a construction site with wooden framing and drywall, with a red arrow pointing to a specific area.

**Pre-Drywall Inspections**