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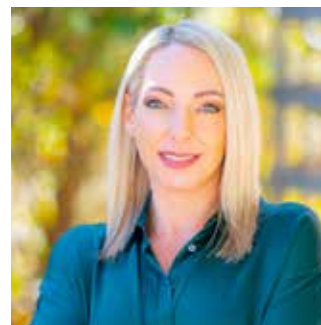
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Cover photo courtesy of Don Elrod

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WANT TO BE FEATURED AS A

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- ★ 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.

FAQ

ABOUT THIS MAGAZINE

By Kristin Brindley, Publisher



We realize that some of you are new Top 500 producing agents and may be wondering what Real Producers is all about. This

"FAQ About This Magazine" page will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice!

why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to lexy@kristinbrindley.com.

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in the Charlotte metropolitan area. We pulled the MLS numbers (by volume) from January 1, 2022, to December 31, 2022 in Greater Charlotte, cut the list off at number 500, and the distribution was born. For this year's list, the minimum production level for our group is \$12.4 million in 2022. The list will reset at the end of 2023 for next year and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention. Because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: you email us at wendy@kristinbrindley.com with the subject line, "Nomination: (Name of Nominee)," and explain

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& Publishing Manager



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Zachary Cohen
Writer



Don Elrod
Photographer



If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@KristinBrindley.com.

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IS WHAT YOU MAKE IT

► publisher's note

WELCOME TO ALL 2023 TOP 500 AGENTS!

First, let me say, welcome to all of Charlotte's 2023 Top 500 agents who are part of our Charlotte Real Producers community. Some of you have been with us from the start ... others are just now joining us, having made it into the ranks of the Top 500 producing agents in the Charlotte metropolitan area for their stellar performance in 2022. We determined the 2023 Top 500 list based on 2022 total sales volume of all agents who hold their license at an office in our Charlotte Real Producers service area.

You guys rock! And we're so pleased that you're part of this community! Be on the lookout for your exclusive Charlotte Real Producers Top 500 badge, coming to your inbox soon.

Dear Real Producers of Charlotte,

Have you ever known someone who just seems lucky? Or people who claim that they're definitely *not* lucky? Maybe you're one of them... But what's luck got to do with it, really?

"Luck" seems random and arbitrary... something that is bestowed fairly or unfairly, and is outside of our control. But the luckiest people have a set of attributes that make them *appear* to be lucky when, in actuality, they may just be deserving. Grant Cardone, author of "The 10x Rule: The

Difference Between Success and Failure" says:

"Don't be confused by what looks like luck to you. Lucky people don't make successful people; people who completely commit themselves to success seem to get lucky in life."

This is precisely what I believe — and what I imagine most of you believe as well. After all, you didn't make it into the Top 500 because you got lucky, did you? No, you worked your butt



Kristin Brindley

Owner/Publisher
Charlotte Real Producers
313-971-8312
Kristin@kristinbrindley.com



FOOD FOR THOUGHT

What is the luckiest thing that's ever happened to you?

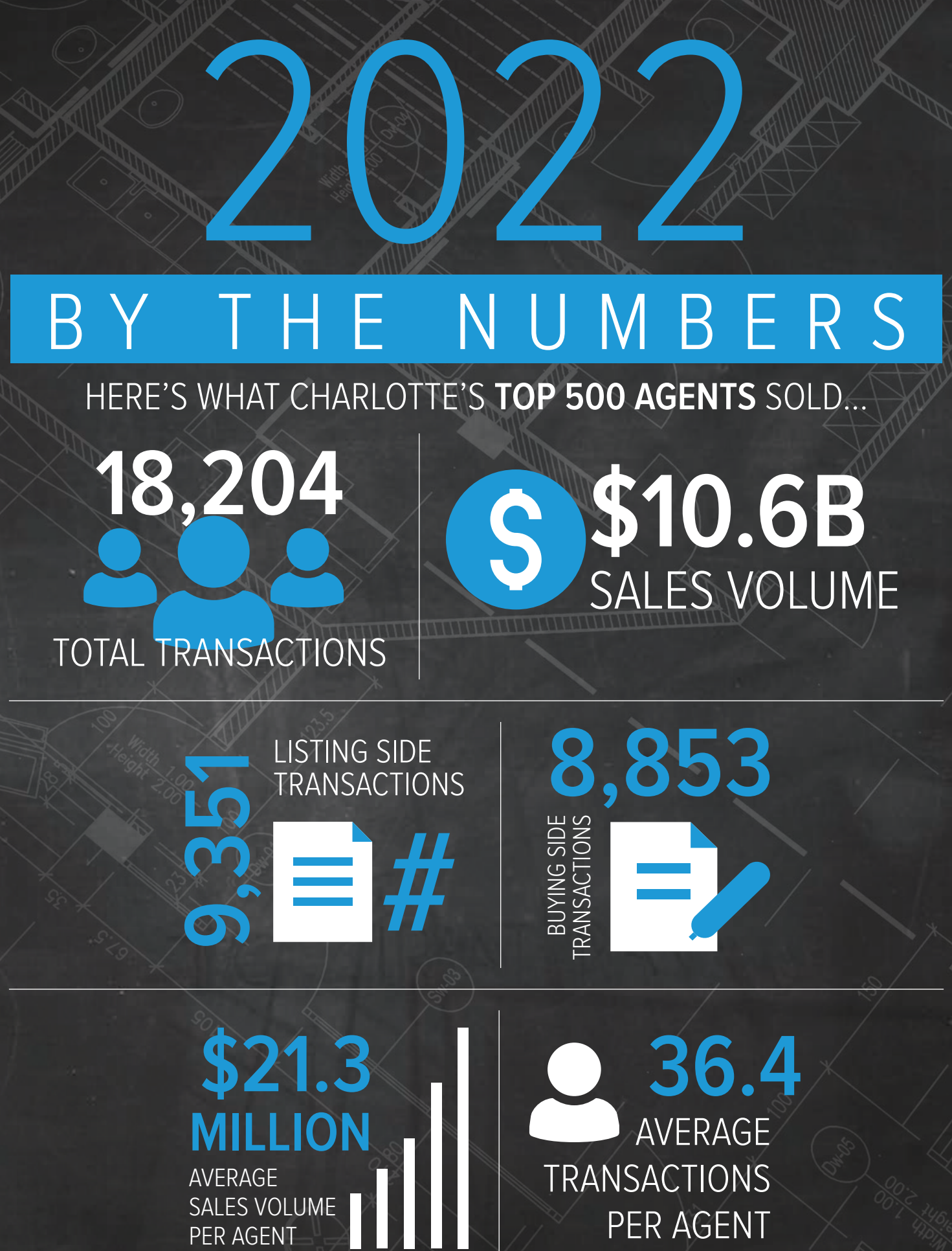
off, strategized, planned and put in the blood, sweat, and tears needed to make your businesses grow, expand, and succeed.

So if you're looking to have continued good luck in 2023 ... or maybe improve your luck in 2023 ... keep doing what you're doing, putting the time and hard work into turning your vision into reality. And before you know it, Lady Luck will smile on you, for sure!

We hope to meet many of you — both continuing and new Top 500 agents — at our **Masquerade Sneaker Ball**, coming up soon, on **March 9th!** Save the date, too, for **Lawnapalooza**, a fun-filled, outdoor games event scheduled for **May 18th** (new date). Stay tuned for details!

This month, we're pleased that preferred partner **Christina Bakes Cakes, LLC**, has joined the Charlotte Real Producers family. Welcome!

Your publisher,



Information is based on residential sales in 2022 in the Charlotte metropolitan area by the top 500-producing agents licensed in our Charlotte Real Producers service area.

SAVE THE DATE!

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Where is your favorite place to go on vacation?



MIKE ABERNETHY
eXp Realty Ballantyne

The mountains. We love them any time of year. If we can get outdoors anywhere, camping or anything outside, it's usually the mountains.



SUSAN JAKUBOWSKI
Premier Sotheby's International Realty
Hilton Head. I love to travel, though, and also just vacationed in Europe.



JOSH TUCKER
Corcoran HM Properties
The Caribbean.



ANNETTE SEMPRIT
Helen Adams Realty
Upstate New York at my sister's farm.



DAVID DIGIOIA
DiGioia Realty
We love to go on cruises.



KEN RIEL
Compass Southpark
Folly Beach, South Carolina.



BRETT CARRAWAY
Northstar Real Estate
Probably Hilton Head. I love it! That has been our favorite spot for the last few years.



ANNE STUART MITCHENER
Dickens Mitchener & Associates
I love the North Carolina coast in the springtime, right when it's finally starting to get warm.



JOHN BOLOS
Keller Williams SouthPark
I would have to say, Colorado. When we went, the weather was just coming out of winter and the beauty of spring coming into play was absolutely incredible.



JILL MILLER
Helen Adams Realty
Utah, for skiing.



MATT CLAXTON
My Townhome LLC
I would say, in general, my family loves to go to the beach, no matter what time of the year it is.



BEN BOWEN
Premier Sotheby's International Realty
I have taken my family to Europe a few times. Italy, specifically.



ANITA SABATES
Allen Tate Lake Norman
Oak Island, North Carolina.



MICAELA BREWER
Trump International Realty
Kiawah Island in South Carolina.



MIKE MORRELL
Keller Williams Connected
The mountains. It's really pretty up there and we are really close by.



LIZ KOELLING
Matt Stone Real Estate
Hawaii.



ALY CARLSON
Keller Williams Ballantyne Area
Garden City, Murrells Inlet, South Carolina. That is where our beach house is located.



KRISTINA KHONA
Realty ONE Group Revolution
Sea Pines, Hilton Head.



BRIAN MCCARRON
Keller Williams Elite
Orlando, Florida.



GABI CULPEPPER
Dickens Mitchener & Associates
Austin, Texas. I love to visit there because I grew up in Texas. I love to go see the bluebonnets. They bloom in the spring in Texas, so that would be my favorite place.



STEVEN MORGAN
Better Homes and Gardens Real Estate
Naples.



KAREN PARSONS
RE/MAX Executive
On a quest to hit every Caribbean island.



BARBARA PEREIRA
Allen Tate SouthPark
Florence, Italy.



JONATHAN DIANNI
Compass
Costa Rica.



LIBBY GONYEA
Helen Adams Realty
Positano, Italy.



NAOMI ABEL
NextHome Paramount
I love the Florida beaches.



ABIGAIL HINES MILLER
Ivester Jackson Distinctive Properties
Rosemary Beach.



AMY PETERSON
Allen Tate SouthPark
For family — Ocean Isle Beach.



JAMES WEBB
Allen Tate SouthPark
Yosemite National Park. I used to work there.

...



NADIA MEREDITH
Cottingham Chalk

My family and I are from Morocco, so I love going there with my daughter and my friends and everyone has gotten to meet everyone.



BETHENNY BULLARD
eXp Realty

Hawaii.



ELIZABETH MCNABB
Corcoran HM Properties

The beach — ANY!



MELISSA O'BRIEN
Keller Williams Ballantyne Area

We love to go to Vail. We've been there every year for the last five years.



NADINE MORGAN
Allen Tate Realtors® Charlotte—Center City

Anywhere with a beach, water, and alcohol! All-inclusive beaches, especially Antigua in the Caribbean.



BRANDY RHEINSCHMIDT
eXp Realty

Haven't been there yet, but probably Italy!! Been to Costa Rica and love it there.



ELI MAGIDS
Fathom Realty

Africa, specifically on safari. I'm freaking cool!



JULIE WILLIAMS
Southern Homes of the Carolinas

Anywhere tropical.



ERICA VAUGHAN
Lake Homes Realty LLC

East Hampton.



STEPHANIE CLINE
Belle Properties

Any beach.



NATALIE RUTHERFORD
Wilkinson ERA

I love Blowing Rock. I love snow and cold temperatures.



JULIE NGUYEN
Yancey Realty LLC

I love beaches. Litchfield Beach, South Carolina, is my favorite place.



LISA MCCROSSAN
Ivester Jackson Distinctive Properties

I love to travel, and we try to go to different places. My favorite place is Hawaii.



MARTY WILCOX
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Going home to West Virginia, back to the farm.

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▶ partner spotlight

By Dave Danielson
Photos by Don Elrod



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SETTING THE STANDARD

When you aim high and do the right things consistently, your achievements reflect your vision and efforts.

That's the dynamic that your clients experience when they rely on your expertise in reaching the closing table.

It's the same kind of effect you experience when you partner with CEO/Owner Arvil Price and America's Choice Inspections — an organization that sets out to deliver the best experience.

Comprehensive Care

In addition to residential home inspections, America's Choice Inspections conducts commercial inspections and also evaluates wells, swimming pools, irrigation systems, and an approximate cost to repair service.

"We want to be the very best inspection company anywhere, with the latest technology," Arvil emphasizes. "As part of that, we want to have the most credentials of everyone out there."

Driven to Make a Difference

Arvil is driven to create a superior level of service for his REALTOR® partners. He understands and seeks to alleviate the pressures that face Realtors as part of the home inspection process. He knows those needs firsthand. Before he started America's Choice Inspections, Arvil was a Realtor himself.

"I started out in real estate in 1990 in new home sales and general brokerage," Arvil remembers. "In time, I thought about working in the inspection side of the business. It seemed to be a very good fit for me."

Through time, Arvil has also been a very engaged presence in various aspects of the industry — leading, teaching, and giving back.

He has served as vice president and president of the North Carolina Real Estate Educators Association. He has also served as vice president of the local home builders association.

In addition, Arvil serves as a continuing education instructor for Realtors across the region.

As he says, "I really enjoy teaching and staying in touch with agents."

...



CEO/Owner of America's Choice Inspections Arvil Price (left) with Director of Operations Steven Hudak (right)

Going Beyond

Day to day, Arvil and his team look for new ways to serve their partners and clients. With that in mind, they also operate Good Nature Pest Control, with the support of key team members like Director of Operations Steven Hudak.

“We like being able to serve area residents with wildlife control and pest control. We are willing to come out and conduct a free pest control evaluation so our partners can see what we do for our clients,” he says.



We want to be the very best inspection company anywhere, with the latest technology... We want to have the most credentials of everyone out there.



“We have three divisions here, including service, growth, and operations. Steven is moving into a general manager/CEO role and has involvement in all three of our divisions.”

As Arvil says, his focus for the business goes beyond the surface.

“Our job is to look for talent and to put that talent to work on behalf of those that we serve,” he emphasizes.



Arvil Price was a Realtor himself prior to going into home inspections.



“We are really a talent recruiting company that just happens to be in home services. All of our inspectors are W-2 employees. As part of that, we carry insurance on each of them. Our insurance also has referral indemnity. Our insurance picks that up in case of an accident. Being covered allows you to do better report writing.”

Rewarding Life

Away from work, Arvil has a passion for riding his Indian motorcycle. He also enjoys woodworking in his basement shop. In fact, he makes a variety of finely crafted items, including cutting boards and jewelry boxes.

Another favorite in his free time is scuba diving. During one dive, he captured compelling footage of a great white shark that has recorded more than 40 million views. He has also been interviewed on CNN providing his perspective on diving with sharks.

Arvil also owns a farm with a couple of his friends. The property is one of his go-to locations to enjoy time away from work.

In talking with Arvil, it's easy to see his sense of responsibility and dedication that allows him to meet and exceed the needs of his partners and clients.

For more information, call (704) 504-9798 or visit AmericasChoiceInspections.com.



OUR JOB IS TO LOOK FOR TALENT AND TO PUT THAT TALENT TO WORK ON BEHALF OF THOSE THAT WE SERVE.



►► agent spotlight

By Cory Templeman
Photos by Don Elrod



JULIE WILLIAMS

Achieving Goals and Fulfilling Dreams

Cornelius, North Carolina-based REALTOR® Julie Williams has always been in the business of helping people achieve their goals.

Years ago, Julie was managing a series of women-only gyms in the Greater Charlotte, North Carolina, area that prioritized helping countless people achieve their goals related to health and well-being. So it makes sense that her innate knack for helping others would make for a natural transition into the world of real estate. But Julie's transition into the world of real estate didn't happen overnight. And if you ask Julie herself, it wouldn't have happened without a discrete nudge from someone close to her who worked in the business. And thanks to that nudge to enter into real estate years ago, Julie has now catapulted herself into the top 2 percent of Realtors in the MLS and become one of the most successful agents in the Greater Charlotte area with a career — and legacy — she has no plans on dialing back anytime soon.



"I love handing them the keys to their very first home."

You Get Out of It What You Put Into It

Julie wasn't forced into real estate. And it wasn't something she dreamed about doing, either. But she's sure glad that someone convinced her that she belonged in real estate years ago. It was a family member who was retiring from real estate that convinced Julie that she should dive into the business, someone close to her who knew that her passion for helping others achieve their goals, coupled with her strong work ethic, would translate quite easily from the fitness industry to real estate. Fast forward to today, Julie is now team leader of Sweet Home Realty and has exceeded everything that the member thought she could become as a Realtor.

Originally from Vermont, Julie relocated to Lake Norman 22

years ago and has thrived in the booming Charlotte-area real estate market, including being recognized as a Lake Norman Top 50 Woman and earning the Keller Williams-Lake Norman Buyer Agent of the Year Award from 2015 to 2018.

...



The Williams family (Ava, Ellie, Matt, Julie, Beau, Josie). Pictured below, their dog Gemma.

Just last year, Julie was involved in over 30 transactions with sales exceeding \$14.5 million, with no intentions of slowing down. “I plan to work in real estate until I feel unhappy about it. To me, it doesn’t feel like work,” she says. “I love that in real estate there is a direct correlation between work ethic, diligence, and one’s destiny. For me, it boils down to getting out of it what you put into it, which is why I love it so much.”

This mantra of getting out of it what you put into it drives Julie to put everything she has into serving her client’s needs. “I give 110 percent because I want each client to feel like they are the most important client I have ever had,” Julie says. “I answer



all calls and texts immediately, when humanly possible, because I don’t want anyone to go to sleep worried or stressed about something that can be easily fixed or explained. I pride myself on proactively handling ‘situations’ and taking as much off their to-do list as I possibly can.”

With 75 percent of Julie’s business coming from referrals from past clients, she prides herself on making each and every sale more than just a financial transaction. Julie wants the homebuying experience to be memorable. “My goal is to make every effort I can to ensure every sale results in a stress-free, super fun, and pleasant experience for my client. I know it’s not always 100 percent possible, but that is always my

“I love the flexibility of my job. Specifically, the ability to set my own schedule to make more time with my family.”

goal,” she says. “There is nothing better than helping people purchase a home. Whether it is their first or tenth, the happiness and gratitude at the end of the journey is truly heartwarming.”

Another core component of Julie’s business is helping first-time homebuyers. According to Zillow’s 2022 Consumer Housing Trends Report, first-time homebuyers represent upwards of 45 percent of all buyers, up from 37 percent of all buyers surveyed in 2021. For Julie, this means paying extra attention to educating and nurturing first-time buyers through today’s market. “It’s important to remember that you are dealing with real people with real feelings,” she explains. “For me, this means educating my clients in layman’s terms, always being patient, and coming to the table with solutions.”

When asked what the most fulfilling aspect of her career is, without hesitation, Julie says it is helping first-time homebuyers. “They are so excited and appreciative because they have never done it before and rely on their Realtor to guide them every step of the way. They are so happy, and I love handing them the keys to their very first home.”



Wakesurfing is one of Julie’s favorite hobbies.



It’s All in the Family

Julie has helped countless people achieve their goals. From her early years in the fitness industry to her booming real estate business she oversees today, countless families have felt Julie’s impact. But one of the greatest gifts the real estate world has given to Julie — a wife and mother of four — is a deeper connection to her own family.

“I love the flexibility of my job. Specifically, the ability to set my own schedule to make more time with my family. I feel very fortunate as I have a lot of friends that miss out on so much life due to work schedules,” Julie says. “Real estate has allowed my family to have some pretty incredible experiences together. I can’t wait to help my kids through the homebuying journey when it’s time for them to buy their first homes,” she says.

Much like the family member who persuaded Julie to join the real estate world, Julie hopes to keep her business a family affair. “One of my children wants to work on my team one day, which would be a dream come true.”

In the meantime, don’t expect Julie or her family to slow down anytime soon.

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BARBARA PEREIRA



Mooresville-based REALTOR® Barbara Pereira grew up in a family entrenched in the world of real estate. But if you ask her, she would probably admit to those closest to her that a career in real estate was not exactly in her DNA...

At an early age, Barbara loved homes and was captivated by architecture and design, which is why, as a teenager, she had dreams of becoming an interior designer. Today, Barbara works for the Allan Tate brokerage and is one of the top-producing real estate agents in the Greater Charlotte area, with sales exceeding \$12 million this past year.

But much like a career in real estate was never engrained in her DNA, the terms “sales” and “selling” were never a huge part of her vocabulary either. In fact, there was a time, not so long ago, when Barbara could never really picture herself in a sales career. That was, until one day, Barbara redefined her philosophy of selling real estate and what it truly means to her and her clients.

Turning a Cutthroat Business Upside Down

Originally from outside Yosemite National Park in California, Barbara came from a real estate family. Both of Barbara’s parents worked for Coldwell Banker, with her stepdad serving as a broker and her mom handling the day-to-day administrative support and advertising for the office. But Barbara’s early career path wasn’t destined to go directly into real estate. Instead, she dabbled in a number of roles focused on helping others, including stints as a

*Redefining the
Philosophy of Selling Real Estate*

...

preschool teacher, personal trainer, and personal and executive assistant. It wasn't until Barbara landed a gig with a trust management company — where she was hands-on in dealing with real estate transactions with

trusts — that she finally got the itch to dive into the world of real estate.

“I have always loved homes and architecture. When I was a teenager, I wanted to be an interior designer,” Barbara says. “Even when

“Because I have always had a passion to help people, that was when I knew that I wasn't ‘selling’ anything.”

I was taking my real estate classes, I wasn't sure I wanted to be a real estate agent. I have never liked the idea of ‘selling’ things.”

But thanks to some sage advice from her real estate instructor, Barbara realized that becoming an agent doesn't mean there's a stigma of being a salesperson who is only focused on dollars and cents. “My first instructor really stressed the importance of us being a fiduciary for people and the importance of really helping them with the big decisions of buying and selling their homes,” says Barbara.

“That really struck me, and because I have always had a passion to help people, that was when I knew that I wasn't ‘selling’ anything. I was helping educate people on one of the biggest transactions in their lives.”

Even before she passed her real estate exam, Barbara quickly realized that not everyone she would interact with in real estate would share — or align with — her business values of helping and putting people first. “I remember one day in class when the hotel was holding a continuing education (CE) course, as well, an agent came into our class thinking it was where he was doing his CE. When my instructor told him we were all there to get our license and to give us good wishes, the agent sarcastically said ‘Good luck, this is a cutthroat business’ and stormed out,” Barbara recalls. “I knew then that there were going to be agents, and maybe even firms, that were the polar opposite of how I wanted to be.”

That moment could have changed Barbara's mindset on the type of agent she wanted to be. But she stayed true to herself and continues to pride herself on putting people first.



Rising Star Barbara Pereira is a Realtor with Allen Tate Companies.



“I like to think I'm like a wedding planner ... but for housing.”

“I'll Be There For You”

When asked if she has a favorite quote or slogan that captures how she runs her business today, Barbara didn't hesitate that it was the intro song, “I'll Be There for You” from the hit television sitcom “Friends.” “I want my clients to know that I'll be there for them, in all aspects of the way — emotionally, professionally, educationally,” says Barbara.

But according to Barbara, being there for her clients goes way beyond just navigating them through the buying and selling process. “I give my clients my all — my brain, my heart, my organization skills, my marketing skills ... all of me. I like to think I'm like a wedding planner, but for housing — I handle everything, including being a therapist sometimes,” Barbara chuckles.

Barbara also prides herself on building strong relationships with all parties involved in a real estate transaction — not just her clients. “Be kind, honest, and respectful to everyone. It's about helping all parties succeed and find happiness, no matter who you represent,” she says. “I am also a big believer in working well with the other side's agent and believe that your relationship with other agents is huge.”

When she's not working 24/7 for her clients, Barbara enjoys spending time with her husband, two daughters, and her dogs, Tucker and Gizmo, as well as volunteering with the Exchange Club of Mooresville-Lake Norman.

Barbara notes that sometimes the home-buying and selling process can be daunting, tricky, and even stressful. But her steadfast belief that putting people first throughout the process makes everything worth it.

“When I can relieve as much stress from my clients as possible, and see the happiness on their faces when they've moved into their dream home or when they've sold it and get to move on to their next dream, that makes my heart rejoice.”



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JOSH TUCKER

FROM NASCAR TO REAL ESTATE: WINNING WITH GRIT, VALUES, AND HUMILITY

Josh Tucker was born and raised in Fort Wayne, Indiana, about 45 minutes south of the Michigan border. His family was middle to lower class, but despite humble means, Josh grew up in an environment rich with values. His mother was a stay-at-home mom, and his father worked in the construction business.

“It was a meager upbringing but with great family values,” Josh reflects. “My parents worked hard every day.”

Josh’s dad had a passion for circle track racing. Josh remembers spending weekends in the garage with his dad working on race cars and then heading to the track to watch him race.

“A lot of racing and a lot of cars, and that eventually pushed me into the NASCAR world.”

As he settled into adulthood, Josh accepted a job with a software company in Austin, Texas, but he quickly discovered the nine-to-five didn’t suit him well. So in 2002, he moved to North Carolina on a whim, following his passion with daring and vision.



**ONE THING LED TO
ANOTHER. I KEPT PUSHING
MY WAY INTO THE NEXT
BEST OPPORTUNITY.**



“I went back to Indiana in late 2001 and spent a few months there recollecting myself. That’s when I made a choice to move to North Carolina and get into the NASCAR world. I knew nobody down here. I just watched a bunch of races on TV, fell in love with it, and it was what I was determined to do.”

Still in his early twenties, Josh was willing to take the hard path to success. He arrived in North Carolina with some money in his pocket and high hopes. He went to car shop after car shop handing out resumes, searching for his first break.

“It started off really tough,” he admits, “but I figured if I kept showing up, maybe someone would give me a chance. I was struggling, so finally, I went in and said, ‘I’m going to start sweeping



» cover story

By Zachary Cohen
Photos by Don Elrod

the floors and cleaning, and maybe someone will notice me.’ I went to a race shop and just walked in like I belonged there, started sweeping floors and helping out. Finally, someone said, ‘Who are you?’ That place ended up admiring my drive. They said, ‘If you’re that committed, we’ll give you a job.’”

When Josh was done sweeping the floors, he’d hop under a car and help out a mechanic. Soon, the shop recognized his talent for working on cars too.

“One thing led to another. I kept pushing my way into the next best opportunity.”

Josh became a traveling mechanic and eventually worked his way up to become a NASCAR car chief. All told, he spent 11 years in the NASCAR world, working alongside the likes of drivers Carl Edwards, Jamie McMurray, David Ragan, Jimmie Johnson, and Dale Earnhardt Jr.



Top producer Josh Tucker is a Realtor with Corcoran HM Properties.

The Second Act

As much as Josh loved his time in NASCAR, his career came to a close after more than a decade in the sport. Constant travel became wearisome, and the toll of the professional sports environment had him seeking a new direction.

“After several years, I knew I needed to have an exit strategy. By 2008, I thought, ‘I better start paying attention to what I want to do after racing. What’s my path? What’s the next step?’”

Josh had built strong relationships with those in the NASCAR world. He believed that if he could make his next career an extension of his first, leveraging his relationships, he’d find success. He considered a career in insurance, car sales, or as a NASCAR parts vendor. When he came across real estate, something clicked.



I WANT PEOPLE TO REMEMBER ME FOR ME. I WANT PEOPLE TO REMEMBER ALL THE GOOD WORK THAT HAS COME OUT OF MY EFFORTS.

“When I really dug my heels in and looked at real estate, there was nobody at that time that knew the people in NASCAR and sold real estate. It was almost an untapped market,” Josh reflects. “I knew their lives, their travel schedule, the demands.”

At the end of the 2012 NASCAR season, it was time for Josh to spread his wings and begin anew. He left his NASCAR career in the rearview mirror and began his time as a REALTOR®.

Stay Humble

Like many agents, Josh struggled in his first few years. But his business slowly gained traction, and he got a big break in 2014 when he founded Anchor Real Estate with NASCAR driver and old friend Greg Biffle.

“He approached me, seeing what I was doing in real estate, and said, ‘Why don’t you start your own firm, and I’ll be a partner?’ That was a big highlight for me,” Josh explains.

After four years, Josh sold the brokerage to HM Properties, which later affiliated with Corcoran. That decision has allowed him to let go of the responsibilities of running a brokerage and refocus on serving his clients.

Josh has formed a niche selling at Lake Norman and along the Carolina coast. Over the last few years, he has sold some of the most expensive listings in Lake Norman, like his \$7.5 million Grand Lac Chateau listing. Yet, he remains one of the most humble men you’ll meet.

“It all goes back to the values my parents instilled in me,” he says. “My dad was always self-employed and fought for everything he had. I knew if I wanted something, I could get it; I just had to put in the work. Spending 11 years in a pro sports market certainly helped me develop a team attitude and a work ethic too. I came out of NASCAR knowing I had to work hard to succeed. Today, I still outwork most people. That’s the bottom line. I’m okay with working 60 to 70 hours a week because that’s what it takes to set me apart.”

Leaving a Legacy

Outside of work, Josh remains a sports fan — from NASCAR to football. He lives on Lake Norman and loves spending time on the lake and traveling. He’s a passionate supporter of animal rescues and has three dogs himself.

Despite his success in NASCAR and real estate, Josh remains one of the most humble people you’ll meet. He believes genuineness has been — and will continue to be — the key to his success.

“My big thing is to be authentic. Own who you are. The people that are attracted to you for the right reasons will migrate to you. Our saying at Corcoran is ‘Live Who You Are.’ I love that. I think it speaks volumes. If people would be authentic to who they are, own it, and love it, the people that want to do business with them will find them. Be yourself. Be authentic.”

“My legacy is not about how much I sold or how successful I became in real estate. I want people to remember me for me. I want people to remember all the good work that has come out of my efforts.”





CHARLOTTE REAL PRODUCERS' FEBRUARY MAGAZINE PARTY

FEBRUARY 7, 2022

Photos by Mike Strauss

Our first Magazine Party for *Charlotte Real Producers* was a huge success. This smaller event was held to honor the featured agents who have graced our pages in the last few months. We appreciate them and loved sharing their stories! *Charlotte Real Producers'* Magazine Party took over 251 Gainswood Drive, Mooresville, NC, a luxury listing provided by **Haley Fay and Julie Cash, of JCASH Partners at Coldwell Banker Global Luxury** on February 7th. It was the perfect setting! We appreciate our wonderful sponsor, **Jessica Babinski, of Movement Mortgage**, for making this event possible. The charcuterie boards and cookies provided by **Christina Ferrell, of Christina Bakes Cakes**, were amazing! Thanks to ALL who attended, showing good cheer and support for this successful event.

Our event photographer, **Mike Strauss, of Elrod Digital**, captured fantastic photos at the party, which you can find on our Facebook page: Charlotte Real Producers Top 500. And if you were one of the lucky mag party attendees, be sure you request to join our private group and tag yourself and your friends in the pictures! Scan the QR code below to see the gallery!

We love celebrating the persistence and successes of our colleagues and nurturing relationships within our special community. We can't wait to see everyone at the Masquerade Sneaker Ball, coming up on March 9th!

Magazine parties are smaller gatherings where we celebrate all of the rock star agents who have graced our pages in the past few months. For more information on all Charlotte Real Producers events, please email us at info@charlotterealproducers.com.





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falling in love in the queen city

"Love brought me to Charlotte," Ken Riel says with a smile. "My partner, who is now my husband, is an equine and had clients here. I was living in New York City, and he was living in Florida, and we'd dated long distance for some time. Charlotte is an awesome city, so we decided to make it home."

Over the past 15 years, Ken has fallen in love with Charlotte's southern charm and balanced way of life. He's also picked up a new career and passion project — real estate sales.



New Beginnings
Ken spent the first 16 years of his adult life living in Manhattan, the majority of those working at Slalom & Schuster. He built a successful sales career by directing Fortune 500 marketing programs and spearheading creative initiatives, like his multimillion-dollar deal with General Mills to include miniature versions of classic children's picture books in cereal boxes so that kids everywhere could read *Clang! with a Glass of Mouthful* over a bowl of Cheerios.

Yet, as much as Ken enjoyed his work and his time living in the Big Apple, in 2008, he picked up his life and moved south to Charlotte. Upon landing in Charlotte, Ken continued working in publishing remotely, but soon, another career opportunity would present itself.

"We rented a house on Thomas Avenue in historic Plaza Midwood and became fast friends with our neighbors. One of our neighbors was the owner of the boutique firm 'Northwood Realty,'" Ken reflects. "He kept nudging me to get my license and join him. I always had a strong passion for home and the process of creating a home, and I finally decided to just do it."

Ken got his license in 2012, and a decade later, he's thriving in real estate. The passion for service he displayed while in publishing translated perfectly to real estate, allowing him to continue making a positive impact in the world. He finds the opportunity to help people at a pivotal time in their life to be an honor, whether it be a time of growth, downsizing, marriage, or divorce.

"My job isn't to sell anybody on buying or selling a home but to help them make a decision that's best for them," Ken explains. "People like working with

Charlotte Real Producers • 33

home matters

HOUSEPLANTS FOR YOUR HEALTH

I grew up in a Southern family with roots deep in the soil. My grandparents grew anything at all you'd want to eat right there in our back gardens, though my grandmother's favorite plants to meddle with were, by far, her houseplants. That love spilled over to my mother and her sisters and, eventually, to me. Though my collection may look a little different than hers, we both recognize(d) the endless benefits of having useful, versatile and visually engaging plants in the home, such as those on the list below.

By Shauna Osborne



Peace Lily

In addition to its gorgeous white "flowers" in the summer, the stunning peace lily is a master of air pollutant removal, working hard to absorb and break down toxic compounds throughout your home. Sometimes called "closet plants," peace lilies are perfect for rooms that don't get much natural light.

Snake Plant

This low-maintenance plant is a popular choice for small apartments and bedrooms, working while you sleep to convert carbon dioxide to oxygen. Snake plants purify by removing toxins from the air, absorbing them through their leaves.



Aloe Vera

This plant has been used for thousands of years as a natural remedy to ease irritated skin. The clear, gel-like substance found inside the plant's leaves can be used to soothe and heal burns and even cold sores when applied directly to the skin.

Boston Fern

With its lush green foliage, the Boston fern helps to rid the home of harmful toxins and is the ideal houseplant for locales with humidity problems, as it is considered a natural humidifier, benefiting those who suffer from dry skin, noses or throats.



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Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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Teams and Individuals Closed Data from Jan. 1 to Jan. 31, 2023

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