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Top 200 Standings

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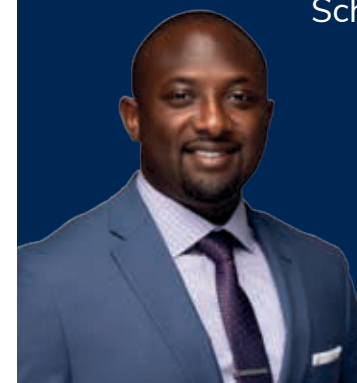
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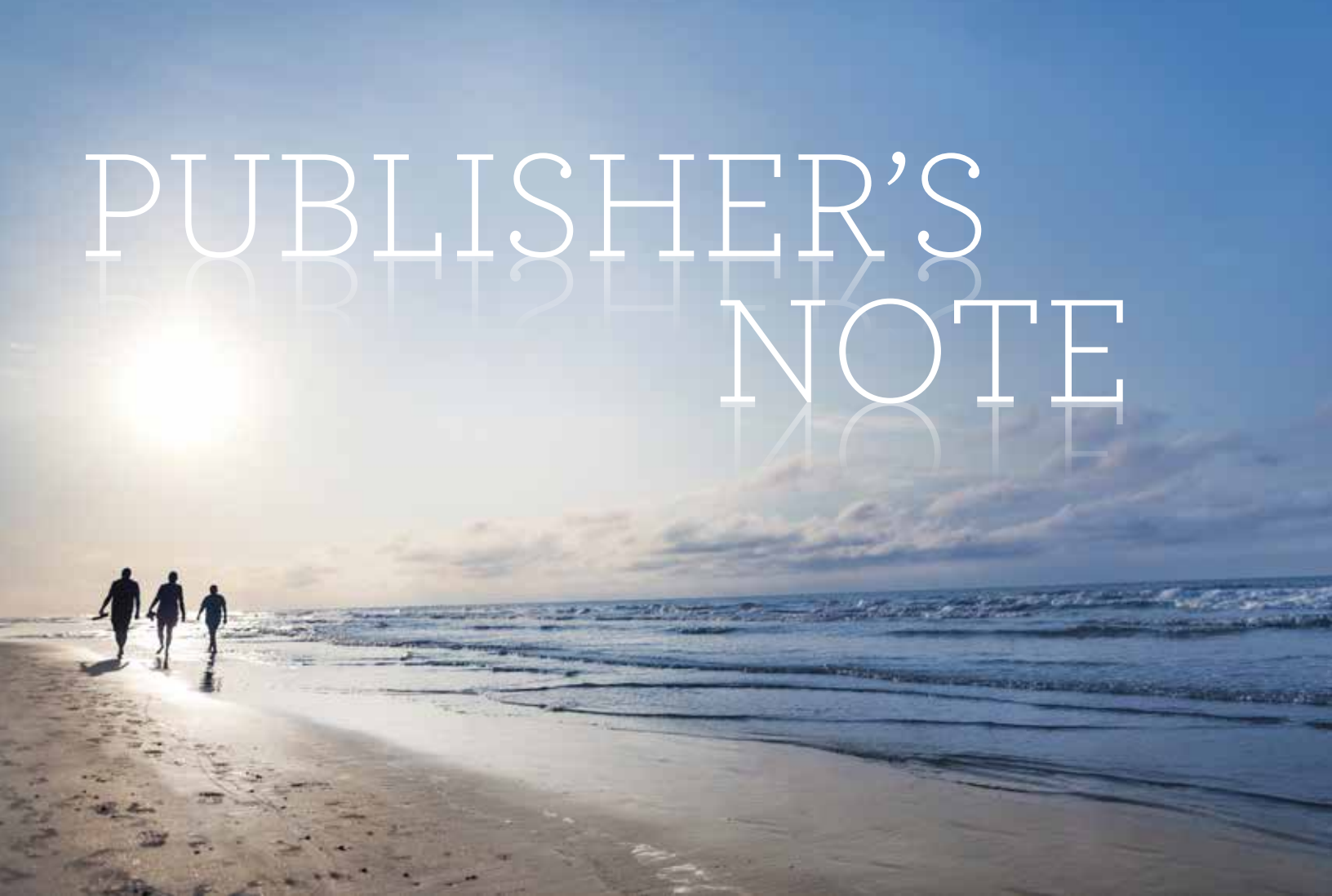
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PUBLISHER'S NOTE

Hey August, the Endless Summer!

As we step into the heart of August, we find ourselves in the midst of the dog days of summer, where the sun hangs high in the sky, and the air is thick with the promise of adventure. August isn't just another month; it's the grand finale of summer.

But as the days begin to wane and the evenings grow cooler, there's a bittersweetness to the air. So, let's make the most of these final days of sunshine and warmth, embracing every opportunity for joy and adventure before bidding farewell to summer's magnificence.

Join us at our **Glitter & Gold Gala** on **October 24th**. Dress to impress and get ready for an unforgettable evening of glamour, fun, and community spirit. You won't want to miss it!

As we embrace the final days of August, let's keep this quote close to heart: "Every summer has its own story." Let's make sure ours is one for the books.

Here's to an August filled with laughter, adventure, and endless sunshine. Cheers to the end of summer and all the memories we've made along the way!

Your publisher,



Kristin Brindley
Owner/Publisher
Charlotte Real Producers
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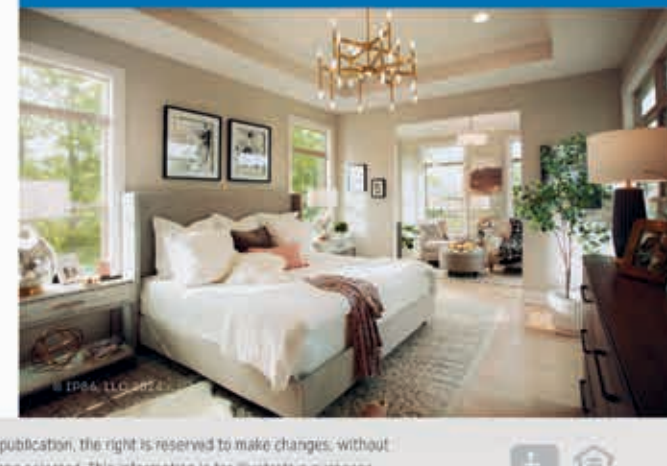
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"With all the traveling we do, our Epcon home allows us to lock and leave without a care."

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► partner spotlight

By George Paul Thomas
Photos by Don Elrod

MAEGAN GILER & AUSTIN HELMS

In the home services community, there are dynamic duos like Maegan Giler and Austin Helms, whose passion and innovation are reshaping the industry. As Founding Partners of NuBlue Service Group, they have been instrumental in establishing the company as a premier provider of Electric, Plumbing, and HVAC solutions across North Carolina.

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A Visionary Leader

Maegan Giler, Founding Partner and Marketing Lead at NuBlue brings a wealth of expertise and a deep commitment to customer satisfaction. With seven years of experience in the industry, Maegan's leadership has propelled NuBlue to new heights. Her dedication to quality service and community engagement has set NuBlue apart as a trusted partner for homeowners and businesses alike.

"Born into the trades – family of electricians, engineers, and technicians – I ended up starting an electrical contracting company seven years ago," shares Maegan. "I am passionate about what I do, but the people I do it with make it incredibly fulfilling."

A Trailblazer in the Trades

As a Founding Partner of NuBlue Service Group, Austin Helms has been instrumental in driving the company's success over the past five years. His journey from business school to the blue-collar space reflects his passion for redefining service excellence.

"I went to work for a family company here in Charlotte and really got introduced to the blue-collar space and kind of fell in love with the opportunity to give a higher-than-normal level of quality service that folks weren't getting,"



“
I am passionate about what I do
but the people I do it with
make it incredibly fulfilling.”

explains Austin. “We want to create something that’s different so that when you think about blue-collar traits, you think a little bit differently when you think about NuBlue.”

Setting the Standard

NuBlue Service Group has emerged as a leading provider of home services, offering a comprehensive array of solutions, including plumbing, electrical, and HVAC services. Strategically headquartered in Charlotte, North Carolina, NuBlue extends its reach to homeowners and businesses throughout the state, with additional offices in Fayetteville, Greenville, and Winston-Salem. With a dedicated team of over 100 employees, NuBlue prides itself on delivering prompt, reliable, and cost-effective solutions to its diverse clientele.



NuBlue is committed to swift response times and superior services. “We love to give customers a really quick response time, fast services, and the best price. We love to work with real estate agents,” Austin states.

NuBlue Service Group prides itself on nurturing talent and empowering market leaders within its ranks. Clint Daves spearheads both the Lake Norman and Charlotte Plumbing Departments, ensuring operational excellence and customer satisfaction. J.J. Sibley oversees the electrical division with precision and expertise, while Chris Holmes plays a pivotal role in managing the Charlotte office. Kevin and Chuck Pesta lead the charge on the HVAC front, driving innovation and efficiency within the Charlotte location. Supported by a dynamic team of founders, including Austin, Jimmy,

Maegan, and James, each bringing their unique expertise and vision, NuBlue is not just a company but a community of dedicated professionals committed to delivering top-notch service and fostering a culture of excellence.

The company is very keen on quality and community involvement. “We are passionate about what we do, and our team reflects that passion. We believe in providing services and an exceptional customer experience,” Meagan notes.

NuBlue’s dedication to service excellence extends beyond its core operations. The company actively engages with real estate agents, offering valuable insights and advice on home inspection reports. This commitment to client satisfaction and industry collaboration sets NuBlue apart as a trusted home service partner.

Beyond Business

Regarding family and leisure time, Meagan and Austin each have distinct joys and pastimes. Meagan finds solace and delight in her family life, cherishing moments spent with her children, Nick and Emilia. Whether it’s cooking for them, enjoying dinner on the deck, or sharing musical interludes with her son as he strums his guitar while his girlfriend sings along. Meagan’s life revolves around creating cherished memories with her loved ones. She finds relaxation and fulfillment in activities like painting with her daughter and exploring vibrant locales like Camp North End. As for her leisure pursuits, Meagan loves gardening, immersing herself in live music, traversing scenic trails, and embarking on local adventures.

“We are passionate about what we do, and our team reflects that passion. We believe in providing services and an exceptional customer experience.”



“We love to give customers a really quick response time, fast services, and the best price. We love to work with real estate agents.”

On the other hand, Austin’s leisurely pursuits reflect his adventurous spirit and thirst for exploration. Austin, accompanied by his girlfriend Sarah, revels in Charlotte’s vibrant energy, attending games and concerts, with Coyote Joe’s being a favored destination. However, Austin’s true passion lies in traversing the globe, with an ambitious goal of visiting 50 countries by the time he turns 50. With his 30th birthday looming, Austin is well on his way to achieving this milestone, having already explored 25 countries. His upcoming trip promises to add another memorable chapter to his global adventures, embodying his unwavering zest for life beyond the confines of work.

Fostering a Vision for Tomorrow

As NuBlue Service Group continues to carve its path in the industry, its

founders, Meagan and Austin, offer glimpses into their aspirations for the future. Meagan’s outlook intertwines personal and professional growth as essential pillars for the future. With a focus on self-improvement and continuous learning, Meagan envisions her journey alongside NuBlue’s expansion. “Personally – improving myself and personal growth. Professionally, I will grow my skill set, knowledge, and experience as NuBlue grows,” she articulates.

Austin’s horizon remains open-ended, with a steadfast commitment to seizing unforeseen opportunities. “I’m not sure at this point. I think I’m eventually going to create a product or service where, when you think about that product or service, I am behind the team that helped create it,” he

muses. Austin’s unwavering pursuit of opportunities underscores his dynamic approach to professional growth. Beyond business, Austin harbors personal aspirations of nurturing a family and engaging in the joys of coaching his children’s sporting endeavors, noting, “I want to coach my kid’s sporting teams, even if I don’t know about the sport. That’s where I see myself.”

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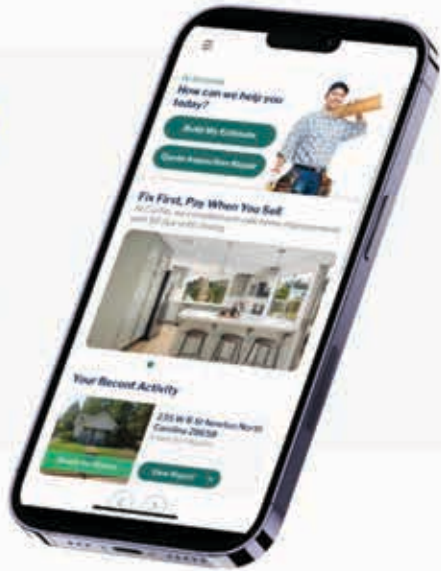
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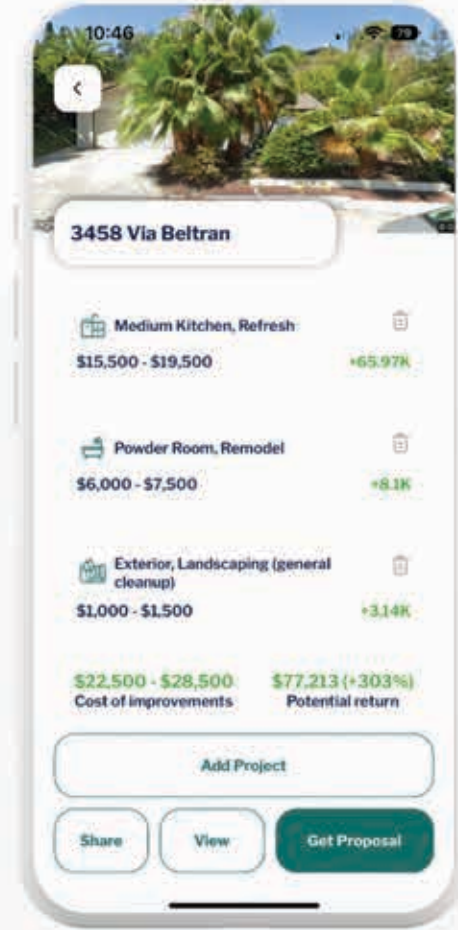
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MICAELA BREWER

Transforming Work into Fulfillment

In the Charlotte real estate scene, Micaela Brewer exemplifies how passion can elevate everyday work into a deeply gratifying experience. Her journey as a REALTOR® is a testament to the transformative power of enthusiasm and dedication. Through negotiating deals and embracing competition to secure that crucial first showing, Micaela's tireless efforts consistently yield exceptional results for her clients. Her story underscores how passion energizes and enriches, turning professional endeavors into a rewarding path of growth and achievement.

Embracing a Legacy

Micaela's journey into real estate is more than a career choice; it's a continuation of family legacy and personal passion. Born and raised in San Diego, Micaela's roots in the industry run deep, influenced significantly by her father, Christopher Bitterlin, a respected real estate developer in California and North Carolina. Following her father's sudden passing in 2018, Micaela was drawn closer to the profession he cherished, feeling his guiding presence in every step of her career.

Educated at the University of Southern California, Micaela initially ventured into sales management, spending a decade overseeing sales for TheKnot.com across California and the Carolinas. During these formative years, she honed her client relations and marketing skills, preparing herself for the transition into real estate.

"I remember my dad always encouraging me to pursue real estate," Micaela reflects. "His belief in me has been a driving force,

especially after his passing. I feel his spirit cheering me on every day."

In 2022, Micaela officially embarked on her real estate career and, in 2023, joined Trump International Realty. Her commitment to excellence and client satisfaction has earned her recognition, including being named among the Top 50 LKN Women in Real Estate and securing a spot in the Charlotte Real Producer's top 500 agents.

She's handled transactions totaling over \$35 million over the past two years, with last year alone reaching \$16.8 million. In 2024, her projected volume is \$11.7 million year to date.

Beyond Number

For Micaela, real estate isn't just a profession; it's a fulfilling journey marked by dynamic challenges and meaningful connections. "I love the excitement and adrenaline that comes with this career," she shares. "Helping clients navigate one of the most significant purchases of their lives is incredibly rewarding. It's about building trust, guiding them through new chapters, and ensuring their dreams become reality."

Micaela's personal life is a testament to her ability to balance a thriving career with a bustling family life. Married to her high school sweetheart, Kyle, for 14 years, Micaela and her husband have built a dynamic family in Mooresville, NC. Their three children—Charlotte, 12, Lily, 10, and Parker, 6—keep them on their toes with their involvement in competitive sports, including soccer, volleyball, and flag football.

Weekends for the Brewer family often mean time spent on the fields at a game or on their boat, creating cherished memories on the water. Their household is made even livelier by the presence of two golden retrievers, Gracie and George, who are integral family members.

“

*Authenticity is key
—be yourself.*

I’ve seen friends become clients because they know and trust me as a person. It’s crucial to remain genuine in all your interactions.

”

When Micaela isn’t navigating the fast-paced world of real estate, she finds joy in various activities that keep her connected and active. An avid tennis and pickleball player, she also coaches her daughter’s volleyball team. Running with her dogs is another favorite pastime, and she enjoys the quest to find the best Mexican food North Carolina has to offer—a nod to her San Diego roots.

Micaela is deeply involved in her community. She is a passionate supporter of Hope at The Lake, a foundation in Lake Norman that benefits several important charities, including Cool Kids Campaign Feed NC, The Christian Mission, and Rainbow Kidz. Her dedication to giving back reflects her commitment to making a positive impact both in her personal life and within her community.

Looking into the Future

Micaela’s vision for the future is rooted in her commitment to personal growth and authentic relationships. As she

continues to navigate the real estate industry, Micaela remains motivated by a favorite quote that has guided her journey: “It’s after I have stepped outside my comfort zone that I will begin to change and grow in this industry.” This mantra has been a cornerstone of her professional ethos, pushing her to embrace challenges and expand her horizons.

For Micaela, success is defined not by numbers but by the quality and longevity of the relationships she builds with her clients. She believes that focusing on genuine connections naturally leads to business growth and achievement.

Looking ahead, Micaela’s highest hope is to continue her trajectory of growth and learning while staying true to herself. Collaborating with Jessica Babington at Trump International Realty has been a significant part of her professional journey, offering invaluable learning experiences and fostering a strong professional bond.

Personally, Micaela’s greatest achievement is her family. She works hard daily with her family and future in mind, aiming to instill a strong work ethic in her three children. She finds fulfillment in watching her daughters witness her journey and cheer her on, reinforcing the values of perseverance and dedication.

Micaela’s outlook is encapsulated in her commitment to practicing gratitude, staying positive, and maintaining focus. She firmly believes that with a strong work ethic and authenticity, success will follow, whether through significant achievements or small milestones.

Given her status and expertise, Micaela advises aspiring top producers: “Stay focused, work hard, and be positive. Authenticity is key—be yourself. I’ve seen friends become clients because they know and trust me as a person. It’s crucial to remain genuine in all your interactions.”

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MARY MCCLOSKEY

Taking the Bull by the Horns

Every business has many strategies that make it stand out from the others. For Mary McCloskey, a Broker/REALTOR® with Allen Tate Realtors, the personal connections she builds with her clients are her edge. Mary approaches her real estate career with steadfast dedication, and her “can do” attitude contributes to helping clients achieve their goals with meticulous care. She has earned their trust and appreciation by listening attentively and working tirelessly to prepare listings for marketing or find them the perfect home. Her genuine care and expertise make her a standout professional in the industry. Her daily mantra is, “Let’s make it happen!” Mary employs a full-time client manager, Casey Lampman, to provide her clients with top-tier client service. “We want every client to feel like they are our only client.”

Setting Roots

Mary’s journey began in a small town in Wisconsin, where she grew up on a dairy farm as the second youngest of nine children. “Growing up in a large family, you can never take yourself too seriously. You have to get by with a lot of humor and a lot of grit,” she recalls. These values were essential in her close-knit family environment, where standing out required determination and hard work.

At a young age, Mary’s adventurous spirit led her to move to Orlando, Florida. She entered the sales and car rental industry, eventually moving to San Francisco with her husband, Adam. Despite enjoying the West Coast, they realized it wasn’t their forever home. When an opportunity arose to move to Charlotte, North Carolina, they took it sight unseen.

Mary’s professional journey has always centered around sales. She managed a car rental company in Orlando and a similar role in San Francisco. However, the move to Charlotte marked a significant turning point. Inspired by the desire to start a



family and build a legacy, Mary and her husband saw real estate as the perfect fit. “When we moved to the Carolinas, my husband and I thought about what we’d like to do to build a legacy and that included investing in real estate,” she explains. “The fast-growing Charlotte area provided the opportunity we were looking for.”

Initially, Mary took real estate classes to start their property portfolio, but she soon discovered a more profound passion for the client service side of the industry. “Helping others achieve their goals is so rewarding that it has become my life’s work,” she says. Each client’s story becomes a chapter in her own as she helps them achieve goals they once thought were out of reach.

Since 1996, Mary has been engrossed in the real estate industry. Over the past four years, she has consistently

closed transactions exceeding \$15 million annually, with peak years reaching \$30 million, impacting numerous families with her expertise.

Mary’s success is measured not only in numbers but also in the many lives she has touched and the goals she has helped clients achieve. Her commitment to exceptional service has earned her numerous awards, including the prestigious Barbara Tate Legendary Service Award, which recognizes her outstanding dedication and client satisfaction. “I am most proud of the testimonials from my clients who often become my friends and serving generations of families in my 28-year career.”

With a projected volume of \$20 million this year, Mary continues to set benchmarks in real estate, driven by her unwavering dedication to client success and community impact.

Beyond Office

Mary cherishes her family life in the Carolinas, where she and her husband, Adam, have raised their children, Garrett and Amanda, who are now independent and successful young adults. Both children attended school in Union County, graduating from Cuthbertson High School before pursuing higher education and careers. Garrett's path led him from the University of Georgia and Carnegie Mellon to a career in the music industry in New York. Amanda, graduating from NC State University, found her professional and creative niche at Murphy's Naturals in Raleigh, NC.

"The opportunities we've had to explore and enjoy life together have played a significant role in keeping us close as a family." From beach outings to mountain adventures in the Carolinas and, most recently, a family trip to Italy, the McCloskey family has embraced fostering unity and shared experiences to strengthen their bond while living apart.

Celebrating 30 years of marriage, Mary values her family above all else. "I've worked hard to create harmony in carving out family and personal time while being available to my clients and working." She acknowledges the support of her husband and children, who have been patient and understanding throughout her successful real estate career.

Mary enjoys tending to her koi fish pond, which provides a tranquil escape amidst her busy schedule. Reflecting on leisure activities, Mary finds joy in nature walks along Charlotte's greenways,



exercising, cooking, reading, and gardening—therapeutic pursuits that offer a refreshing break from work.

Beyond her interests, Mary is dedicated to giving back to her community. She supports Charlotte Family Housing annually, helping families in need of housing. She works with local charities that repurpose personal property and furnishings for those in need locally. Lastly, she contributes to animal welfare projects, aligning her charitable efforts with her passion for making a positive impact.

Looking Ahead

Mary's journey in real estate is marked by resilience, adaptability, and a profound commitment to client service. As she navigates the industry's evolving landscape, Mary embraces two guiding principles: "Stay curious" and "Always be kind." These values underscore her approach to client interactions, emphasizing the importance of empathy and understanding.

"Success to me is not a moving target; it's a daily goal," Mary reflects. "It's about the little and big things coming together—freedom, happiness, and health." With a career deeply rooted

in the Carolinas, Mary finds fulfillment in witnessing her family thrive and her children, Garrett and Amanda, chart their successful paths.

Looking ahead, Mary anticipates the challenges and opportunities in real estate. "The changes coming are bigger than any I've seen in the last 28 years," she notes. Her short-term goal is to navigate these changes thoughtfully, ensuring these changes will directly benefit her clients while continuing to provide exemplary service. Adapting to new market dynamics is paramount. In the long term, Mary envisions further growth and sustainability for her business. "I aim to continue to build relationships and focus on increasing my portfolio to create a stable income stream," she shares. Beyond transactions, Mary aspires to mentor and support fellow realtors, helping them achieve their professional goals and elevate industry standards.

"In real estate, there's no one-size-fits-all solution. Be genuine, be authentic, and focus on building meaningful connections." Mary advises. "Stay relevant, pivot when needed, and work as hard as possible. Focus on the client, and success will follow."

“
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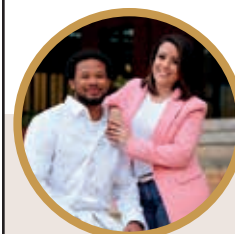


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