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Top 200 Standings

Cover photo courtesy of Don Elrod.



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PUBLISHER'S NOTE

Dear Charlotte Real Producers,

We just had an amazing Zoom event with Hal Elrod (Miracle Morning author), discussing how to have your Best Year Ever! We hope it inspired you in your journey of personal growth.

As we dive into June, let's take a moment to celebrate the diversity and inclusivity that make our community so special. June is Pride Month, a time to honor and support the LGBTQ+ community. Let's spread love and acceptance wherever we go!

But that's not all—June also marks the celebration of Juneteenth, a day that commemorates the end of slavery in the United States. It's a reminder of the progress we've made and the work still ahead to achieve true equality for all.

And speaking of celebrations, mark your calendars for our upcoming **Glitter and Gold Gala** on **October 24th!** It will be an absolute blast, and we can't wait to hang out with all of you again.

As we embrace the joys of June, let's remember these words of wisdom: "In a world where you can be anything, be kind."

Here's to a fantastic June filled with love, celebration, and progress. Happy June, everyone!

Your publisher,



Kristin Brindley
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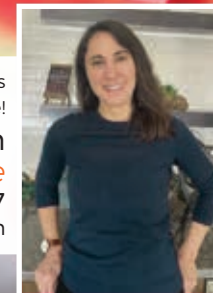


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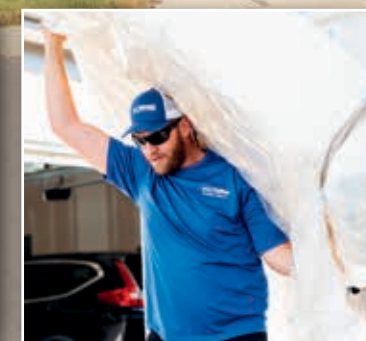
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CHARLOTTE REAL PRODUCERS' MAY MAGAZINE PARTY

May 14, 2024

We want to express our sincere gratitude to everyone who joined us at the Charlotte Real Producers Magazine Party. Your presence at this exclusive event, hosted at **First Community Mortgage's** office, was truly appreciated.

The venue was buzzing with top-producing real estate agents and our esteemed partners, and we are incredibly thankful for your participation. Your presence added significance to the celebration, and we're grateful for your ongoing support.

A special shout-out to our event sponsor, **Marina Moreno from First Community Mortgage**, and our exceptional partners, Christina Ferrell from Christina Bakes Cakes and Adam Rutkowski from

Alphagraphics. Their outstanding catering and mesmerizing wall art contributions were integral to the event's success.

We also want to extend our thanks to Don Elrod for capturing stunning photos that beautifully documented the essence of the party.

Thank you once again for being part of this remarkable celebration. We can't wait to see you at our upcoming Sip into Summer event!

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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SOUTHERN MAGNOLIA HOME INSPECTIONS

Meet Megan Geyer, the powerhouse behind Southern Magnolia Home Inspections. As the Owner and Inspector of the company, Megan brings over 19 years of experience in the industry. Her journey from the hustle of the corporate world to the independence of entrepreneurship proves her determination and passion for providing top-notch service.

Her Journey

Originally hailing from New Jersey before moving South after college, Megan's career trajectory began in the domain of new construction, where she spent years building houses and managing warranties for a national home builder in Charlotte. Despite the challenges of a male-dominated industry, Megan's dedication never wavered. However, the hectic pace and stress eventually led her to reassess her priorities, especially with a family to care for. During the COVID-19 pandemic, Megan realized the need for change while working from home. With two daughters and a desire for a more balanced lifestyle, she took the courageous leap into entrepreneurship, founding Southern Magnolia Home Inspections.

"I had toyed with the idea of opening my own inspection business for a few years, another male-dominated industry, but I finally decided to take the leap. It took me a few months to get the business set up and complete the coursework and exams, but six months later, I was ready to go," Megan recalls.

"I think I questioned my decision to give up my steady job, 401k, truck allowance, health insurance, and security daily for eight solid months, but I never gave up. I owe much of my success to one realtor, in particular, on a team who gave me a chance. Luckily for me, she was an incredibly successful Realtor, and her inspections alone kept me going for a few months," she explains.

"Then, little by little, word-of-mouth referrals started to fill my calendar, leading to around 40 inspections in one community alone!"

Megan’s journey to success in home inspections began unexpectedly as a warranty manager for a home builder. Reflecting on her path, Megan explains, “My time in the warranty department not only honed my people skills, because I’m not sure if you know this, but no one calls the warranty department because they are happy, but also transformed my approach to inspections. For me, I am not just looking at what is the problem today in a home, but I am trying to identify future issues as well. This is especially the case with new construction.”

With a focus on anticipating future issues, Megan’s background brings a unique perspective to her work and ability to connect with and educate her clients throughout the process. Her expertise extends to understanding construction nuances, particularly in pre-drywall inspections. Through dedication and versatile skills, she ensures lasting satisfaction for homeowners.

Delivering Top-Notch Services

Southern Magnolia Home Inspections specializes in new construction inspections, including pre-drywall, final, and one-year warranty inspections. Additionally, Megan offers services for



“I am not just looking at what is the problem today in a home, but I am trying to identify future issues as well.”

existing homes and radon testing. Despite being a one-woman operation, Megan’s commitment to excellence shines through in every aspect of her work. She handles everything from scheduling to onsite inspections with precision and professionalism. Her expertise and attention to detail have earned her a stellar reputation among clients and industry professionals.

“I started my business because I had received a lot of inspection reports over my 15-year career in home building, and I believed there was a better way,” Megan reveals. “When it comes to new construction, my goal is to help the builder deliver the best home possible to the buyer, limiting their warranty spend and limiting the disruptions the buyer will have during their time in the home—a win for everyone involved.”

While Southern Magnolia Home Inspections is a one-woman show, Megan has been striving to deliver top-notch services since day one.

“I pride myself on providing as much Information about the home as possible and delivering what will become a guidebook to my client’s new home, not just a list of problems,” Megan shares.

“I use a drone for the roof inspection and include aerial pictures of the home and property and all of the roof pictures I take in the report. Regarding pre-drywall inspections, I include labeled pictures of every interior and exterior home wall so there is no guessing what is behind the walls later. I also always deliver my reports on the same day, with no exceptions, in a user-friendly, easy-to-navigate reporting system,” she notes.

After the Hustle and Bustle

Beyond her professional accomplishments, Megan finds fulfillment in her family and hobbies. Married for nearly 15 years, Megan and her husband, Chad, share a home in Fort Mill with their two daughters, Emily (12) and Abigail (9), and their beloved mini-goldendoodle, Camembert, affectionately known as Bear. They enjoy camping trips and have explored numerous state parks together as a family. When not inspecting homes or spending time with her family, Megan can be found planning her next travel adventure or working in her garden.

Looking ahead, Megan envisions continued growth for her business, with plans to expand her services and potentially delve into home-building projects. She aims to keep exploring the world and creating lasting memories with her loved ones. As a business



owner and a mother, Megan’s dedication to her work and family is unwavering. She strives to positively impact her clients’ lives, ensuring they feel informed and empowered throughout the home-buying process.

For more information or to schedule an inspection, contact Megan Geyer at Southern Magnolia Home Inspections. Call or text 803-899-0540 or email megan@southernmagnoliainspections.com. Megan is ready to assist you every step of the way.



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APRIL SCOTT

unlocking potential

Authenticity is often a rare commodity in the real estate industry. Meet April Scott, a stand-out model of authenticity and dedication. As a REALTOR® with eXp Realty LLC, April brings a refreshingly honest approach to the table, earning the trust and appreciation of her clients with every transaction. As a “Realtor Mom,” April’s commitment goes beyond mere professionalism; it’s deeply personal. She believes in nurturing her clients throughout the entire process, guiding them with care and attention to detail from start to finish.

Setting Out

April’s journey to becoming a Realtor Mom is a testament to her resilience, adaptability, and unwavering determination. Raised in Charlotte since age two, April’s upbringing was marked by a blend of community involvement, parental influence, and a solid entrepreneurial spirit.

April’s parents instilled in her a passion for helping others. Her mother, a school advocate and secretary, served as a resource and support for families in need, while her father, a corporate worker turned successful entrepreneur, imparted to her the value of being your own boss. April’s educational journey led her to



► rising star

By George Paul Thomas
Photos by Don Elrod

North Carolina Agricultural and Technical State University, where she earned a bachelor’s degree in business management.

Before venturing into real estate, April explored various career paths, including property management and cosmetology. As a cosmetologist and salon owner, she honed her entrepreneurial skills and discovered her knack for guiding others through significant life moments, including labor and delivery, as a certified Doula. However, the unexpected challenges of the COVID-19 pandemic prompted April to reassess her career path.

“At the time, being a hairstylist was my only source of income, and before COVID, most beauty



professionals, like myself, felt that our industry was untouchable and recession-proof,” April shares.

“That shutdown was a huge eye-opener, especially for me as an entrepreneur. It forced me to think about my future and the life I wanted for my family. The shutdown was unexpected, but it allowed me the time to take a leap of faith and register for Real Estate School,” she recalls.

“When the Salons opened back up, I just didn’t have the drive to do hair anymore; I knew it was time to make a change.”

Since joining in 2021, April has gained exceptional results and industry recognition. She achieved impressive sales volumes as a solo agent, averaging 13 homes and \$5 million in her first full year. Despite market shifts, April maintained momentum, closing 13 units totaling \$4.5 million last year.

Recognized for her outstanding client service, April earned the Homesnaps Excellent Client Service Award in 2021. As a Certified Mentor with eXp Realty and holder of the EXP Relocation Certification, she excels in her endeavors and shares her expertise with others. With ambitious goals to double her numbers this year, April’s dedication and expertise set the standard for excellence in real estate.

Finding Balance Beyond Work

Family is the cornerstone of April’s life, alongside her husband, Will Scott, and their three children: A’Novi (11), Will Jr. (5), and Blue (4). Their beloved pet, Ali, a two-year-old Cane Corso Italian Mastiff, adds to their lively household.



April with father and mother, Johnnie & Dorothy Blue

Weekends are a flurry of activity for the Scotts, filled with sporting events and birthday parties. Juggling their children's diverse interests, from soccer to baseball, April and Will maintain a delicate balance between family commitments and their respective entrepreneurial endeavors. Will runs his own trucking company, a venture he's nurtured for over a decade.

Despite her professional pursuits, April finds solace in the simple joys of life. Her recipes for relaxation and rejuvenation include a glass of wine, some soulful music, and cherished moments with loved ones. In these moments, April embodies the essence of living life to the fullest, finding joy in the everyday moments shared with her family.

Looking Ahead

As April sets her sights on the future, personally and professionally, her aspirations reflect a blend of ambition, passion, and purpose. In the short term, April is focused on building a solid foundation for financial growth and stability. Her goal is clear: acquiring one investment property yearly while she remains in the real estate industry. With a strategic approach to making, keeping, and investing her earnings, April lays the groundwork for long-term financial success.

Looking further down the road, April's vision extends beyond individual investments to encompass a broader impact on her community. Her long-term goal is to develop her properties and, ultimately, create affordable housing communities.

Throughout her journey, April remains grounded in her faith and gratitude. She credits her success to a combination of hard work, consistency, and unwavering belief in the power of persistence. Above all, April hopes that her story inspires others to pursue their dreams relentlessly. She believes that with dedication and determination, anything is achievable.



For April, success is multifaceted. It means gracefully navigating the daily challenges and ensuring her family's well-being.

"Success to me means that I've intentionally pursued and experienced everything I desire for my life: career, travel, happiness, love, and family, and made a ton of money along the way," April notes.

“Success to me means that I’ve intentionally pursued and experienced everything I desire for my life.”



Looking back on her journey, April's advice to those starting is straightforward: put in the effort and seek guidance from mentors who can help you grow. April's achievements highlight the importance of persistence and dedication, a message echoed by her favorite quote from motivational speaker Eric Thomas: "You can't be upset at the result of the work that you didn't do."

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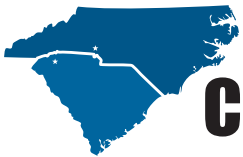


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28 • June 2024

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» cover story

By Amelia Rosewood
Photos by Don Elrod

Fulfilling
Dreams with
Dedication

STEFANIE JANKY



“Being able to volunteer at school as my kids' Classroom Parent, for example, would have been impossible working a corporate job. I love that this allows me to be present for those opportunities and activities.”

Meet Stefanie Janky, an experienced REALTOR® with Allen Tate Realtors, known for her genuine passion and commitment to her clients. With a love for people and a strong work ethic, Stefanie sees each transaction as a chance to make a real difference in people's lives. Stefanie finds true satisfaction in being part of her clients' milestone moments. She continues to excel in the real estate industry with honesty and dedication, helping clients achieve their dreams one step at a time.

From Corporate to Real Estate

Originally hailing from Lynchburg, Virginia, Stefanie Janky pursued her education at Virginia Tech before finding her way to Charlotte in 2005. With a solid corporate background at Belk's headquarters, a regional department store, Stefanie spent over a decade honing her business operations and IT skills.

Following a private equity acquisition for Belk, Stefanie saw an opportunity for a career shift. This pivotal moment

allowed her to pursue her lifelong passion for real estate, a dream nurtured since she was a child exploring construction sites with her family.

“I've always loved real estate, and even as a kid, after church and lunch at China Royal, my parents would take us driving and go to new construction home sites, and we'd walk around them,” Stefanie recalls. “And in 2007, after we moved to Charlotte, I originally got my NC license, but I was never affiliated as the market was

starting to crash. I put it on hold for a bit but eventually let it expire before affiliating with a brokerage, and said I always wanted to come back to it when the timing was right,” she explains.

Despite facing setbacks during the 2007 market downturn, Stefanie remained determined to pursue her real estate ambitions. Finally obtaining her license again and affiliating with a brokerage in 2017, she embarked on a new chapter in her professional journey.

For Stefanie, real estate isn't just a job; it's a realization of her aspirations. It offers the flexibility she enjoys, enabling her to actively engage in her children's lives while providing dedicated service to her clients.

"Being able to volunteer at school as my kids' Classroom Parent, for example, would have been impossible working a corporate job. I love that this allows me to be present for those opportunities and activities," Stefanie notes.

Since venturing into real estate, Stefanie has earned a reputation as a trustworthy advisor, guiding clients through the complexities of buying and selling homes with professionalism and integrity.

Last year, Stefanie closed deals totaling \$21.9 million across 39 transactions, a testament to her expertise and effectiveness in the market. This year, she aims to maintain her high standards of performance. Stefanie's achievements haven't gone unnoticed; she's been honored with prestigious awards like the President's Circle and multiple VIP awards. Notable among her accolades are the Rookie of the Year award in 2018 and the Barbara Tate Service Award, emphasizing her dedication to exceptional customer service.



“It's not what happens to you;
it's what you do about what happens.”

Stefanie Janky isn't your average Realtor. Her hands-on involvement in every step of the home-buying/selling journey differentiates her business. From last-minute touch-ups to area tours for out-of-town clients, Stefanie's commitment to her clients is unmatched.

A Glimpse into Personal Life

Stefanie Janky's life is enriched by the love and support of her incredible family. Her husband of 15 years, Jon (known as JJ in certain circles), is not just a partner but also the backbone of their household. They cherish their two amazing kids – Cooper, 11, and Charlotte, 8. Cooper impresses with his talents in sports and academics, while Charlotte's compassionate nature shines through her love for serving others and caring for animals. They share their home with Sandy, an energetic one-year-old dog, and a bearded dragon named Hokie, who Charlotte takes for walks – a delightful quirk of their household.

Outside of her bustling real estate career, Stefanie enjoys various activities. "We love to travel and visit new places and experiences, including Alaska, Canada, Austin, Hawaii, Ireland, Turks and Caicos, and many other amazing places," Stefanie shares. "Outside of my love for real estate is my love for restaurants and trying new ones in particular! Lounging on the beach or kayaking on the lake are my happy places, or running with just me and my earbuds!"

Weekends are precious for Stefanie, who prioritizes attending her children's games and activities whenever possible. Cheering on Cooper and Charlotte fills her heart with joy. And when it's time to unwind, Stefanie enjoys nothing more than grilling with friends and family or simply savoring a quiet moment by the fire pit with a glass of something delightful.

Additionally, Stefanie remains deeply committed to giving back. While

she engages in various charitable activities, she focuses on volunteering at her children's school, keeping her closely connected to their educational environment. Over the years, she has contributed her time to organizations such as Good Shepherd Church, Big Brothers Big Sisters, Crisis Assistance Ministry as an adult literacy tutor, and the Humane Society. Stefanie's involvement in these causes underscores her dedication to making a meaningful difference in her community.

Future Outlook

Stefanie Janky finds inspiration in her favorite quotes, which guide her through life's ups and downs. Her mantra, "Life is Good," inherited from her father, helps Stefanie navigate every challenge optimistically. She also believes in the power of resilience, captured in the motto, "It's not what happens to you; it's what you do about what happens."

For Stefanie, success means finding joy in her work and personal life. She defines it as loving her job so much that it doesn't feel like work while prioritizing her family.

Looking ahead, Stefanie's greatest hope is to raise her children so that they will be proud of her as their mother. She aims to show them that success in both career and family life is achievable through dedication and balance. Professionally, she aspires to continue positively impacting her clients' lives while nurturing meaningful connections.

In Stefanie's experience, providing exceptional service fosters client satisfaction and cultivates a network of referrals and repeat business. As she reflects on her journey as a top producer in the real estate

industry, her advice for up-and-coming professionals is simple. "Deliver the highest customer service possible, and your business will continue

to grow with referrals and repeat clients. That is an incredible blessing, and it's always so special to have someone recommend you to others because of the service you delivered to them!"



FUN FACT
Stefanie is a daredevil at heart. She loves skydiving and has done a 100-foot free fall.

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TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2024

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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Disclaimer: Information based on Canopy MLS closed data as of May 6, 2024, for residential sales from January 1, 2024, to April 30, 2024, 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 data under an individual agent's MLS ID.

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