

CHARLOTTE

REAL PRODUCERS®

CONNECTING. GROWING. INSPIRING.



RISING STAR
TIFFANI DALLAS

PARTNER SPOTLIGHT
ZACH LIGON
COMMUNITY ONE INSURANCE

ANNE

SPENCER

THE ART OF
BUILDING DREAMS



OCTOBER 2024

SIMPLIFY

the Mortgage Experience



EDUCATE.
COMMUNICATE.
EXECUTE.

Connect with our team to get started today!

JOE GARON • KAREL THUWIS • TYLER BULLOCK

NMLS 940790

NMLS 1377921

NMLS 1304179

MOTIVATION

MORTGAGE

(704) 746-0300 • MotivationMortgage.com

info@motivationmortgage.com • 9140 Arrowpoint Blvd, Suite 130, Charlotte

NMLS 2228345 • For information purposes only. This is not a commitment to lend or extend credit. Information and/or dates are subject to change without notice. All loans are subject to credit approval. (www.nmlsconsumeraccess.org)



NuBlue is Redefining Service Excellence across the Charlotte metro region!

A full-service, one-stop shop for all your Electric, Plumbing, and HVAC needs.



WHAT WE DO:

- EV Charger Installation
- Drain Cleaning
- Electrical Panels
- Electrical & Plumbing Home Inspections
- HVAC Installation and Repair



(855) 560-9997 • CallNuBlue.com • hello@callnublu.com



The Charlotte Observer
CHARLOTTE'S BEST
 2023 WINNER

MIRACLE **MM** MOVERS

Your Property Is Our Priority

FREE ESTIMATES!



Full-Service Move • Professional Packing Services • Climate-Controlled Storage
Call Today! 704-275-3053 • MiracleMoversUSA.com



BH BROOKLINE HOMES

THE TERRACES AT CRAMERTON MILLS

NOW SELLING! Nestled in the trees on the side of Cramer Mountain, this community features single family, craftsman-style homes with large front porches set amidst a beautifully landscaped, park-like setting.

Let's Get Started!

www.MyBrooklineHome.com • 980-277-1306, Ext. 1

WE CAN INSURE PEACE OF MIND

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

GIVE ME A CALL TODAY!

Dimitri J. Apostle, Agency Owner
704-218-6000

Dimitri.Apostle@Brightway.com
 BrightwayInsuranceCharlotte.com
 @BrightwayDimitriApostle

Home • Auto • Flood
Commercial • Life

WHERE EVERY CUSTOMER IS TREATED LIKE FAMILY.

Our mission is to do the right thing, no matter what. We strive to be different from other crawlspace companies by always being honest and offering the best solutions to every problem.







Michael Messana
Owner/Operator

FOUNDATION & WATERPROOFING CO

- Foundation Repair • Structural Repair
- Vapor Barrier Install • Crawlspace Encapsulation
- Internal/External French Drains • Moisture Control
- Basement Waterproofing • Air Systems

Reach out to us! (704) 650-1910
 CharlotteCrawlspaceWaterproofing.com
 mm.foundationwaterproofing@gmail.com

TABLE OF CONTENTS

	08 Index of Preferred Partners		16 Partner Spotlight: Zach Ligon, Community One Insurance		22 Rising Star: Tiffani Dallas
	26 Cover Story: Anne Spencer		32 Photos from our September Magazine Party		35 Top 200 Standings

Cover photo courtesy of Don Elrod.



Charlotte Real Producers
@realproducerscharlotte



Charlotte Real Producers
@realproducerscharlotte

We Make the Real Estate Closing Process Simple



WANT TO BE FEATURED AS A RISING STAR?

OR KNOW SOMEONE WE SHOULD FEATURE?

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

For more information, to nominate or to request to be featured, please email info@charlotterealproducers.com.

ST SEEGARS AND TOWNSEND, PLLC
Attorneys at Law

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

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

Juwaun Seegars
Attorney

Otha B. Townsend
Attorney



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEY

Costner Law Office
(980) 322-0703
CostnerLaw.com

Hejirika Law
(980) 580-2260
HejirikaLaw.com

Paladin Law
(980) 216-8750
PaladinLawNC.com

Seegars and Townsend, PLLC
(704) 561-1750
STLawNC.com

BUILDER

Brookline Homes
(973) 418-9801
MyBrooklineHome.com

Epcor Communities - Charlotte and Atlanta
Shannon Robinson
(317) 258-6560

CLEANING SERVICES

Spunky Cleaning
(980) 298-5942
SpunkyCleaning.com

CLIENT ENGAGEMENT

Leads Event Planning
(801) 598-5767
LeadsByMandi.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

CONTRACTOR

Brigmon's Construction Services, LLC
(803) 818-1941
eric.brigmon@gmail.com

EDUCATION

Superior School Of Real Estate
(704) 944-4260
SuperiorSchoolNC.com

FOUNDATIONS & WATERPROOFING

M&M Foundation and Waterproofing
(704) 650-1910
CharlotteCrawlSpaceWaterproofing.com

HOME INSPECTION

Home Inspection Carolina
(704) 542-6575
HomeInspectionCarolina.com

Mahogany Premium Home Inspections, LLC
(704) 883-5053
MPHInspect.com

National Property Inspections
(980) 722-1506
NPIweb.com/Lauterer

Southern Magnolia Home Inspections
(803) 899-0504
SouthernMagnoliaInspections.com

T. A. Hill Inspections
(704) 293-5973
TAHillInspect.com

HOME RENOVATION

Curbio
(844) 944-2629
Curbio.com

HOME WARRANTY

First American Home Warranty
(704) 244-0648
FirstAmRealEstate.com

HVAC

Dave Barch Heating and Air Conditioning Inc.
(704) 777-9981
DaveBarchHeatingandAirConditioning.com

INSURANCE

Brightway Insurance
Dimitri Apostle
(704) 218-6000
Brightway.com/Agencies/NC/Charlotte/0140

Community One Insurance
Zach Ligon
(704) 246-6500
CommunityOneInsurance.com

Monica Burke - NC Farm Bureau Insurance
(704) 841-8700
NCFBIns.com/Monica.Burke

JUNK REMOVAL

Griffin Hauling and Removal
(704) 315-9687
griffinhaulingandremoval@gmail.com

Spunky Cleaning
(980) 298-5942
SpunkyCleaning.com

MOLD REMEDIATION

Clean Air Carolinas
(704) 628-6887
CleanAirCarolinas.com

MORTGAGE

First Community Mortgage
Marina Moreno
(704) 352-5436
FirstCommunityMortgage.com/Loan-Officer/MarinaMoreno/#1o-contact

Motivation Mortgage
Tyler Bullock
(704) 746-0300
MotivationMortgage.com

TruLoan Mortgage
Daniel Jacobs
(704) 703-6864
TruLoanMortgage.com

MOVING / STORAGE

JD Johnson Moving Company, LLC
(704) 746-4444
JDJohnsonMoving.com

Miracle Movers Charlotte
(704) 275-3053
MiracleMoversUSA.com

PHOTOGRAPHY

Elrod Portraits
(803) 367-3478
ElrodPortraits.com

PLUMBING, HVAC & ELECTRICAL

NuBlue
(704) 709-3549
CallNublue.com

REAL ESTATE PHOTOGRAPHY / VIDEOGRAPHY

Lighthouse Visuals
(561) 248-5827
LightHouseVisuals.com

Next Door Photos
(704) 727-8178
Charlotte.NextDoorPhotos.com

Velet Media
(704) 712-0197
VeletMedia.com

STAGING

Avenues Stage & Design
Mary Beth Francisco
(704) 661-9397
AvenuesStageandDesign.com

TRANSACTION COORDINATOR

Jordy Luxe Transactions
(433) 306-2961
JordyLuxeTransactions.com

SHINING THE LIGHT ON YOUR LISTINGS

WE PREPARE HOMES FOR THE MARKET THROUGH OUR SHOW-AND-SELL SERVICE

Book Your Cleaning with Nicole!
(980) 298-5942
SpunkyCleaning.com · info@spunkycleaning.com

Call today for Junk Removal services!
Nicole (980) 298-5942
Jaronte (910) 964-5591

200% SATISFACTION GUARANTEED HOME INSPECTIONS!



- FREE 120 DAY WARRANTY
- RECEIVE YOUR REPORT IN LESS THAN 24 HOURS
- 200% SATISFACTION GUARANTEE

"Mahogany Inspections always provides a detailed and comprehensive report to help my clients make important decisions regarding their home purchase. Preston was informative and easy to work with."

- Vaughn H.

PRESTON SMITH
General Manager
BOOK 24/7 @ WWW.MPHINSPECT.COM
(704) 883-5053



BRIGMON'S CONSTRUCTION, LLC



Eric Brigmon and Bryan Brigmon



General Contractor

As your lifelong construction partner, we specialize in both residential and commercial projects. Our diverse range of services ensures that we meet your unique needs while maintaining unwavering quality throughout every phase of the process.

Get In Touch Today!

- (803) 818-1941
- Eric.Brigmon@gmail.com
- @BrigmonsConstructionLLC

MEET THE CHARLOTTE REAL PRODUCERS TEAM



Kristin Brindley
Publisher



Mandi Jackson
Associate Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Don Elrod
Photographer



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

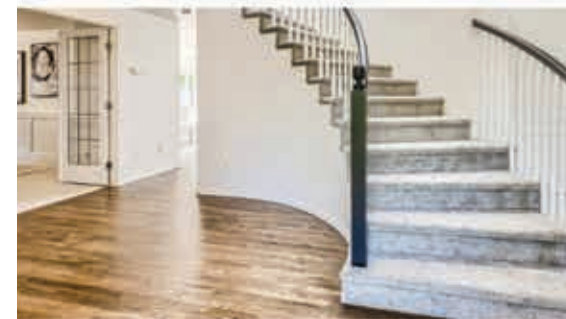
DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Charlotte Real Producers* magazine are not endorsed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



To view our magazine online, visit charlotterealproducers.com and look for "magazine" or scan this QR code.
(Password: connecthere@crp)



THE REALTOR'S #1
PRE-SALE CONTRACTOR
FOR EVERY LISTING



Get started with a free estimate!

Preparing a listing for market is a big lift. Let us take care of it for you.

As general contractors who specialize in pre-sale home updates of any size, we have experience with everything from touching up paint to full kitchen renovations.

THE LENDING EXPERIENCE YOU LOVE HAS GROWN



Matt Wise *Let's Connect!*

TruLoan Mortgage has expanded to offer 60+ additional mortgage products and lower interest rates to help you serve the Charlotte Real Estate community and provide a smooth, flawless on time closing.

SCAN 

TruLoan Mortgage
The lending experience you'll love.

www.TruLoanMortgage.com
704.578.5211
EHL | NMLS #68684

HOME INSPECTION CAROLINA



Every Inspection Is Stress-Free with HIC

Now Offering Sewer Scopes and Drone Inspections!

- Thorough Inspections
- Next Day Reports
- Warranty Coverage

Schedule Online for \$15 off!

HIC Home Inspection Carolina
704-542-6575



NOTE

PUBLISHER'S

Hello October, the Season of Transformation!

As we enter October, the air turns crisp, and the leaves begin their colorful dance, painting the world in red, orange, and gold hues. There's a certain magic in the air, a sense of transformation and renewal as nature prepares for the quiet of winter.

October is a time for embracing change and celebrating the beauty of the season. It's the month of cozy sweaters, warm drinks by the fire, and the excitement of Halloween. But it's also a time for introspection, a chance to reflect on the year so far, and to set intentions for the final months of 2024.

Exciting news! We're adding an extra event to our calendar this year—Cookies and Connections! Join us on December 3rd for a delightful cookie exchange, where you can indulge in sweet treats and make meaningful connections. It's the perfect way to wrap up the year on a delicious and fun note!

Welcome to **Brigmon's Construction Services**, **Griffin Hauling and Removal**, and **Mahogany Premium Home Inspections**, our newest preferred partner! We're excited to have them join our community and look forward to many wonderful collaborations ahead.

As we journey through October, let's remember: "Autumn carries more gold in its pocket than all the other seasons." Here's to embracing the richness and beauty of this transformative time.

Wishing you all an October filled with warmth, reflection, and the magic of the season. Happy October, everyone!



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

RP CHARLOTTE REAL PRODUCERS
powered by **KB** TEAM

invites you to

COOKIES and CONNECTIONS

"A Cookie Exchange"

December 3, 2024
10:00 AM-11:30 AM

For information on all Charlotte Real Producers events, connect with us at info@charlotterrealproducers.com.

RP CHARLOTTE REAL PRODUCERS
powered by **KB** TEAM

SAVE THE DATE

2025 MASTERMIND SERIES
WISDOM

2025 MASTERMIND SERIES
WEALTH

2025 MASTERMIND SERIES
WELLNESS

FEBRUARY 11, 2025 | 9:30 AM-NOON | LOCATION TBD

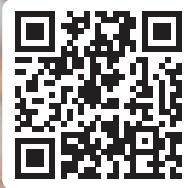
For information on all Charlotte Real Producers events, connect with us at info@charlotterrealproducers.com.

THIS FALL JOIN US FOR **IN-CIDER** INFORMATION
SATISFYING YOUR CE ELECTIVE & NAR ETHICS REQUIREMENT IN ONE!

Our newly updated Ethics in the Age of Disruption course satisfies your North Carolina Elective requirement, as well as the NAR Ethics requirement! Classes are open now! You can choose between livestream or in-person classrooms.



SuperiorSchoolINC.com
877.944.4260



Learn more today.

AWARD-WINNING
AND ACCREDITED HOME STAGERS



Schedule an estimate, or book our services today!



Mary Beth Francisco, ASPM®, LHS™, ISC™
Deepti K. Nayyar, ASP®, LHS™
(704) 661-9397
avenuesstageanddesign.com



"Mary Beth is a superb partner in helping my sellers prepare their homes for an excellent market-ready appearance. We receive so many positive comments from potential buyers who see houses she has staged. We are comfortable taking the list price to the maximum if Mary Beth has staged the house because we know the house will show to its best advantage. As a real estate agent, I know I can count on Mary Beth to respond quickly and deliver beyond expectations for the benefit of my clients." **Jane Grosse**

**High-Quality Media
For Events, Real Estate
& Personal Branding**



DON ELROD
Owner & Photographer
elrodportraits.com • 803.367.3478
Don@elroddigital.com



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



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

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

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

ZACH LIGON

COMMUNITY ONE INSURANCE

Zach Ligon is a leader with profound dedication, skill, and professionalism. With a foundation rooted in family values and community involvement, Zach is committed to safeguarding what matters most to clients. His insurance journey began with a passion for helping others achieve their dreams of financial security. Through years of experience and a keen understanding of market dynamics, Zach has emerged as a trusted advisor in the competitive insurance market.

Roots and Routes

Zach, a graduate of Appalachian State University with a double major in Finance & Banking and Risk Management & Insurance, brings over a decade of experience in the insurance industry to his role. His insurance journey was deliberate and rooted in his educational background and passion.

Starting in a servicing role right after graduation, Zach gained a deep understanding of policy intricacies and the operational mechanics of insurance. This foundational experience paved the way for his progression into various sales and leadership positions within the industry. These roles gave him the skills and insights necessary to establish Community One Insurance.

“Ultimately, it led me to start Community One Insurance, where we can focus on the personal touch and how we deliver good quality and exceptional service to all our clients and partners,” Zach notes. “I love what I do. I love taking care of people. We protect the most valuable assets in their lives, such as their home, auto, life, and business insurance—things they truly

take pride in. We’re the ones that come in and protect those. So, in the event of a loss, we can be there for you to make you whole again.”

Distinguished Service

Community One Insurance is a full-service, independent insurance agency located in the heart of downtown Matthews, North Carolina. Serving the Greater Charlotte area and beyond.

“We offer a wide range of choices,” says Zach. “Whether buying your first home, managing multiple rental properties, or ensuring your business and its assets, we have tailored solutions for everyone. Our independence allows us to shop among different carriers to find the best coverage, quality, and pricing that match each client’s unique needs.”



▶ partner spotlight

By George Paul Thomas
Photos by Don Elrod

**COMMITMENT
TO QUALITY
AND COMMUNITY**

Currently staffed by a dedicated team of eight, including Zach himself, Community One Insurance is committed to exceptional service and community involvement. The team includes Matthew Johnson and Jana Fowler, both full-time sales agents excelling in the Greater Charlotte area; Elizabeth Younts, who is also in sales; Briana Mahoney and Katie Moore, their customer service representatives; and Emily Green and Jenna Yates, their marketing and social media managers. This diverse team brings a wealth of experience in commercial insurance, underwriting, claims, and customer service, allowing them to provide exceptional service to their clients.



Community One Insurance's selective partnership with carriers and strong community-driven ethos set it apart. "Our clients aren't just numbers; they're part of our extended community. We support local initiatives and believe in work-life balance for our team, ensuring a happy, productive workplace."

They recently organized and hosted the first annual Community Heroes Festival, with plans to make it an annual event. This fun, family-friendly event aims to bring the community together for a good time while raising money for a great cause. Impressively, 100% of the proceeds from sponsors and vendor fees went to benefit Claire's Army, a charity they are very passionate about. The event raised over \$30,000, marking a successful first year with much more planned for the future.

Family and Cherished Moments

Zach and his wife, Leslie, have a lively household with their three daughters, Harper (10), Hollis (6), and their newborn, Heidi. Their two dogs further enrich their home: Finley, a 12-year-old setter, and Phil, a beloved foster dog who is a hound-poodle mix. Zach expresses deep affection for his family: "I love my girls and love spending time with the family, week in, week out."

When Zach isn't immersed in the day-to-day operations of Community One Insurance, he is often found enjoying quality time with his family. The Ligons are passionate about sports and outdoor activities. Harper and Hollis are both dedicated softball players, with Harper taking on the pitcher role and playing second base.

Their sports commitments keep the family busy five to six days a week.

Beyond sports, the Ligons cherish their time spent outdoors. They enjoy traveling, particularly to Holden Beach, a family favorite, and the Appalachian Mountains, where Zach is an alumnus of Appalachian State University. The family also enjoys trout fishing and hiking, making the most of their time together in nature.

Embracing Growth and Balance

Zach's approach to life and work is guided by a simple yet powerful mantra:



"Control the controllable." This philosophy, shared by a speaker at an event he attended a decade ago, has shaped his personal and professional outlook. Zach believes in taking life one day at a time, focusing on what he can control, and maintaining a positive attitude regardless of his challenges.

Zach applies this philosophy to his business, recognizing the current challenges of the insurance market. "We're in a hard market cycle right now, which means rates are rising, and underwriting guidelines are stricter," he notes. "However, our diverse

carrier options position us to navigate these challenges and continue providing competitive solutions for our clients."

Despite these market challenges, Zach envisions a future where work-life balance, company culture, and community involvement seamlessly align. Professionally, his business is experiencing significant growth. They are hiring new staff, expanding into new markets, and even branching out into different states. The goal is to continue providing clients with the best quality and service, with an unwavering commitment.



On a personal level, Zach is dedicated to being the best husband, father, and role model. He values spending time with his family, growing together, and traveling. This commitment to family and community mirrors the values he upholds in his professional life.

Zach's guiding principle of controlling the controllable extends to his gratitude for what he has, both personally and professionally. He acknowledges that not everything is within his control, but he remains optimistic and thankful by focusing on what he can manage. This mindset has allowed him to build a successful business and a fulfilling personal life.



Find the best insurance solutions for you in a way that's convenient and tailored to your needs. For more information on how Community One Insurance can assist you, visit communityoneinsurance.com or call (336) 250-5794.



CHARLOTTE REAL ESTATE PHOTOGRAPHY AND HOME MEASUREMENTS

Publish listings faster with Next Door Photos

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

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



BOOK TODAY!



CJ PHIPPS, LOCAL OWNER

704.727.8178 | cj.phipps@nextdoorphotos.com | charlotte.nextdoorphotos.com | Instagram: [nextdoorphotosclt](https://www.instagram.com/nextdoorphotosclt)

helping families achieve their *dream home*



Marina Moreno

VP Branch Manager | NMLS ID 1234481
(704) 352-5436 | Marina.Moreno@fcmhomeloans.com



homeownership begins here

At First Community Mortgage, we understand that achieving homeownership is a significant milestone in everyone's life. That's why we stand by your side, ready to turn your dreams into reality with our tailored mortgage solutions. Whether you're a first-time buyer embarking on this journey for the first time or someone looking to refinance to better align with your evolving needs, our dedicated team ensures a seamless and stress-free process. With expertise and reliability at the core of our service, we work tirelessly to find the perfect financing solution that fits your future plans.

Since our inception in 2002, First Community Mortgage has been on a mission to empower our neighbors to secure their piece of the American Dream. We understand that having a place to call home is more than just shelter; it's the cornerstone upon which individuals and families build their lives. It's a foundation for growth, enabling people to pursue their aspirations and contribute to the strength of their communities. With operations and retail offices spanning the United States, we're proud to extend our support to individuals in 46 states, offering guidance and assistance every step of the way. Take the first step toward the home of your dreams with First Community Mortgage - where your vision becomes our mission.

Call me for your next home loan or to refinance your existing home!

Shop LOCAL. Shop Farm Bureau.

Monica Burke
336.345.1482

534 West John St
Mathews, NC 28105

ncfbins.com/monica.burke



Auto • Home • Life • Health • Bank®

ncfbins.com

An Authorized Agency for



PRINT IS STILL ALIVE.



Celebrating two decades of print excellence, now 800 niche magazines strong (and counting).



STROLL | Greet | REAL PRODUCERS | ELOCAL | hyport



Loan approval and terms are dependent upon borrower's credit, documented ability to repay, acceptability of collateral property, and underwriting criteria. FCM NMLS ID 629700

TIFFANI

DALLAS

Consistent, Creative, And Committed

“My goal is to help you reach yours” is the mantra of Tiffani Dallas, a remarkable REALTOR®

Tiffani is a great multi-tasker, communicator, and hands-on agent who thrives on managing multiple responsibilities efficiently. Her communication skills shine through in her ability to listen actively to client needs, provide timely updates, and, most importantly, explain complex real estate processes clearly and understandably. This ability ensures that clients and colleagues

feel informed and confident. Being hands-on, she is deeply involved in every aspect of the transaction, ensuring that each detail is handled with care and precision to deliver exceptional service and results.

Finding Passion in Real Estate

Tiffani’s path to real estate is a testament to her deep-rooted commitment to community and her journey from

educator to advocate for homeowners. Originally from New Jersey, Tiffani’s journey took her from the Garden State to Winston-Salem and eventually to Charlotte. Tiffani taught second and third grade in Winston-Salem while her husband attended Wake Forest Graduate School. The family later moved to Charlotte, where her husband began his career at Bank of America.

rising star

By George Paul Thomas
Photos by Eileen Diamond



“In my role as a teacher, I constantly built relationships and worked with the community,” Tiffani reflects on her early career. The pivotal moment for Tiffani came in 2007, when she and her husband purchased their first home. This experience marked the beginning of their homeownership journey and sparked Tiffani’s interest in real estate.

Aside from her educational endeavors, Tiffani’s personal experiences further solidified her passion for real estate. She and her husband undertook ambitious projects, including building two homes in Charleston, SC, and renovating their previous residence. They subsequently worked with two Charlotte-based builders to make their current home in 2018 and later add a pool house to their property.

“I have a passion for building relationships and helping others,” Tiffani explains, illuminating her motivation for entering the real estate industry. Her aspirations include establishing a small, dedicated team and progressively increasing her transaction volume each year while cultivating new friendships.

Tiffani entered the real estate industry in 2020, quickly establishing herself as a solo agent with a keen eye for detail and a passion for helping clients achieve their real estate goals. In her career, Tiffani has already gained a total sales volume of over \$30 million in just three years. Looking ahead, Tiffani projects an even higher volume this year, aiming to surpass her previous achievements and continue her upward trajectory.

Additionally, she has been recognized as a Monthly Top Performer and a Quarterly VIP (both multiple times), illustrating her consistent performance and dedication. Her membership in the Master’s Club further highlights her exceptional skills and achievements. In 2021, Tiffani received the prestigious Regional Outgoing Referral Associate of the Year award, followed by the Five Star Professional Rising Real Estate Agent Award in 2022. Also, in 2022, she achieved her primary goal, which she set when she started working at Allen Tate, winning Company-Wide Rookie of the Year.

Beyond numbers, her transition from educator to real estate professional shows her commitment to personalized service and community impact. “The most fulfilling part about my job is building relationships, gaining new friendships, and helping others meet their real estate goals,” Tiffani shares.

A Personal Touch

Tiffani Dallas’ life is a vibrant blend of family, personal interests, and community involvement. She is the proud

mother of three children: Aidan, 13, Brendan, 12, and Milania, 10. Her two sons, just 16 months apart, and her daughter all attend Mecklenburg Area Catholic Schools, reflecting the family’s commitment to quality education, strong community ties, and their faith.

When not making real estate dreams come true, Tiffani finds joy in various activities that bring her family together and allow her to unwind. The Dallas family frequently travels to Charleston, SC, which Tiffani affectionately calls her “happy place.” They enjoy the beach there, creating cherished memories amidst the coastal charm.

Sports are a significant part of the Dallas household. Tiffani enthusiastically supports her sons in their football and travel baseball teams while cheering Milania on during her tennis matches and basketball games. These moments highlight Tiffani’s dedication as a mother and her love for involvement in her children’s lives.

I have a passion
for building relationships
and helping others.



Tiffani and her husband relish their date nights exploring the culinary delights of Charlotte's vibrant restaurant scene. For Tiffani, these outings are a delightful way to balance everyday life's hustle and bustle and explore new events and restaurants in the Charlotte community. She is a big supporter of local businesses. Despite her naturally outgoing and relationship-focused nature, she enjoys reading, running, and savoring quiet moments.

Many might need to learn about Tiffani's extensive involvement in various community organizations. She has served on the Young Professionals Network

Committee for the Canopy Realtor Association, the Olde Providence Racquet Club Swim Committee, the Saint Gabriel Catholic School PTO board, and the South Charlotte Recreation Association board. These roles underscore her dedication to community service and leadership beyond her professional career.

Vision for the Future

For Tiffani Dallas, success is defined by consistency, growth, and the ability to turn challenges into opportunities for learning and improvement. Personally and professionally, Tiffani aspires to expand her real estate business while continuously fostering new relationships. Her highest hope is to witness



her children grow and thrive, sharing these moments of success with her husband by her side.

Tiffani's short-term goals include increasing her business volume yearly, reflecting her commitment to professional development and client satisfaction. Long-term, she dreams of a flourishing real estate career with enduring friendships and a robust network of satisfied clients. Tiffani emphasizes that the essence of her business lies in building relationships and helping clients achieve their real estate goals.

In real estate, Tiffani parallels her role as a mother and a real estate professional. She understands that, just like children, no two transactions are the same. Each client has unique needs, and every deal presents its challenges. Tiffani approaches these creatively and consistently, ensuring that every obstacle is met with a solution-oriented mindset.

As she concludes her narrative, Tiffani offers invaluable advice to other up-and-coming top producers: "Always go the extra mile, provide as much as you can, and ALWAYS be consistent."

The most fulfilling part about my job

is building relationships, gaining new friendships, and helping others meet their real estate goals.



Unlock Efficiency and Growth With Our Expert Virtual Assistants

Are you passionate about the success of your business, but you're

- drowning in tasks?
- lack structure and processes?
- losing valuable time and money?

We can help!

Our VIRTUAL ASSISTANT SERVICES are designed to

- ✓ streamline your operations
- ✓ provide efficiency
- ✓ free up your time and mind



Imagine a business journey where you can work less, achieve more, and focus on your passions.

Our Services

Business Structure/Organization

Marketing

Admin Support

JORDY LUXE
TRANSACTIONS



Terran & Nicole Jordan

Licensed | Experienced | Bi-lingual

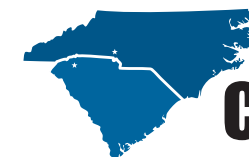
443.306.2961

management@jordyluxetransactions.com
jordyluxetransactions.com

FOLLOW US ON SOCIAL!
@jordyluxetransactions



Insulation Damage On Your Inspection Report?



Clean Air Carolinas Inc.

- Warranty Backed Solutions
- Top Work Places 2023
- 24+ Years Experience
- 2022 Super Service Award

CONTACT US!
(704) 628-6887 • CleanAirCarolinas.com

QUICK & STRESS-FREE JUNK REMOVAL

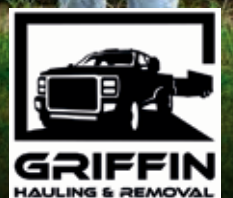


"Very responsive. They got the job done in one day! I recommend them to my clients and will be using them again."

- Austin Hadden, Real Estate Agent,
Jay White Group, Keller Williams Realty

CALL FOR A FREE QUOTE!
(704) 315-9687

GriffinHaulingAndRemoval@gmail.com



ANNE SPENCER

▶▶ cover story

By Amelia Rosewood
Photos by Don Elrod



THE ART OF BUILDING DREAMS

Anne Spencer, a dynamic solo REALTOR® at Corcoran HM Properties, has been a dedicated force in the Charlotte real estate market since 2016. Her journey from a young receptionist to a top-producing agent is a testament to her excellent social skills, hard work, passion, and client commitment.

Anne's approach to real estate is deeply personal. Her honesty and straightforwardness have earned her a reputation as a trustworthy and reliable agent. "I like to think I'm easy to talk to and approachable – which helps clients and potential clients feel like they can start a conversation about real estate with me," she says.

A Path Shaped by Experience

Anne Spencer's journey into real estate is deeply rooted in Charlotte's upbringing and the supportive network of friends and family who encouraged her every step of the way. Born and raised in Charlotte, Anne's love for the city is evident. She attended Providence Day School from kindergarten through graduation and earned a BA in Public Relations with a minor in Psychology from the University of South Carolina.

After college, Anne landed a job at a Group Purchasing Organization (GPO) in Ballantyne, where she started as a receptionist. Her hard work and networking skills quickly propelled her into Corporate Communications and Sales Operations roles. This experience gave her valuable sales, process implementation, and project management lessons, which would later prove essential in her real estate career.

"I always remember wanting to be in real estate," Anne recalls. Growing up, she collected home plans from Southern Living Magazines, dreaming of a future in the industry. However, the immediate leap to a 100% commission job after college wasn't feasible. It wasn't until 2016, spurred by watching her friends buy their first homes, that Anne decided to pursue her real estate license.

The transition was challenging. "Residential real estate is a tough career to get going – it took me about three years before I felt like it was sustainable as a career, but it has been worth it," Anne admits. Her husband, Jack, and her parents were her biggest cheerleaders, providing the emotional and practical support she needed to make the career shift. Anne was also fortunate to receive early guidance from her mother-in-law, Christy Howey, a top producer at Corcoran HM, and Melanie Coyne, the firm's Compliance Director. "I call Melanie 'the book of everything' because the woman is a walking real estate encyclopedia," Anne says. Val Mitchener, the firm's owner, also played a significant role, offering invaluable mentorship and support. This strong foundation of mentorship and support has shaped Anne's approach to her career.



“
I like to think I'm easy to talk to and approachable – which helps clients and potential clients feel like they can start a conversation about real estate with me.
”



Her dedication and hard work quickly paid off. In 2017, Anne was named Rookie of the Year at Corcoran HM Properties. The following year, she was recognized as one of the Charlotte Observer's Rising Stars in Real Estate. Since then, she has consistently been named a Top Producer at her firm. Last year, Anne achieved over \$24 million in sales volume, a testament to her expertise and client commitment. She is on track to surpass this impressive milestone in 2024.

Family and Balance

Anne's personal life is as dynamic as her professional journey. Married to her high school sweetheart, Jack, Anne's story with him began at their 8th-grade orientation at Providence Day School. Their relationship saw its ups and downs before culminating in a joyful destination wedding at Round Hill in Jamaica in 2018. "We dated on and off—emphasis on the off—until 2018, when we finally got married, 14 years after we met!" Anne says with a laugh.

Today, the couple is kept on their toes by their twin toddlers, Anderson and Weezie, who are 2.5 years old. "Our hands are full, and our lives are always chaotic—but fun!" Anne shares. Their family also includes Gus, a 9-year-old English bulldog. Anne jokes that Gus is the love of her life. "He is lazy, sweet, and just the best companion. When he was younger, Gus always rode shotgun with me while I drove around showing houses. He



was super content chilling in the car's front seat, AC blasting while I showed houses. Now, in his old age, he prefers to nap at home," she recounts with fondness.

In her rare moments of free time, Anne cherishes spending time with her close-knit group of friends, whom she considers an extension of her family. Whether grabbing dinner, walking around neighborhoods, or hanging out at someone's house, Anne enjoys being surrounded by loved ones. For relaxation, she turns to reading thrillers or watching episodes of *Dateline*. "I'm not sure what it says that a good murder mystery or true crime is what calms me down after a crazy day in residential real estate," she says with a smile.

Eyes on Tomorrow

Anne has a guiding principle that shapes her approach to life and work: "React with kindness." This motto, born out of a New Year's resolution, has become a cornerstone of her business philosophy. "With all the glitz and fun people see on Instagram, it's easy to forget that this job is stressful, and the stakes are huge—for agents, clients, and contractors alike," Anne explains. She finds that stepping back, taking a deep breath, and maintaining calm and kindness can help navigate real estate transactions' emotional ups and downs.

Anne's success is more than sales volume or the number of homes sold. She finds fulfillment in the diverse ways success can manifest in her work. "Sometimes, it's helping a client avoid a 'bad buy' or ensuring a first-time home buyer makes

“ React with kindness. ”

With all the glitz and fun people see on Instagram, it's easy to forget that this job is stressful, and the stakes are huge—for agents, clients, and contractors alike.

it across the finish line," she says. "Other times, it's about making a difficult, unwanted sale as painless as possible for a client." Anne believes that staying calm and composed during overwhelming situations is crucial to her role as an agent.

Looking ahead, Anne's highest hope is to continue her career success and to keep helping clients through various stages of their lives. "I love being a part of my clients' lives through each iteration—buying their first condo, upgrading as their family grows, and helping grandparents relocate," she says. Anne looks forward to seeing her twins grow up in Charlotte, just as she and Jack did.

Above all, Anne wants to be remembered for her dedication and positivity. "I work incredibly hard for my clients, always do my best for them, and try to maintain an overall positive outlook."






HDR PHOTOS **VIDEOGRAPHY** **MATTERPORT** **FLOOR PLANS & MORE**
FREE DRONE PHOTOS WITH EVERY LISTING

www.lighthousevisuals.com 704-251-6422

REAL PRODUCERS SPECIAL



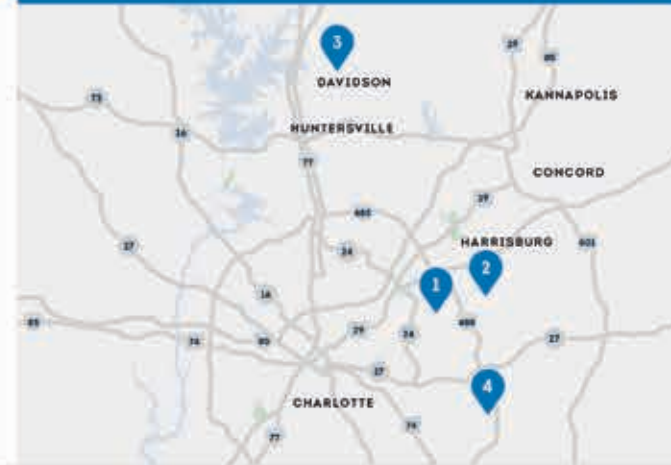
FREE FLOOR PLAN
*LIMIT ONE PER CUSTOMER

Help Your Clients
Live Well Every Day
 with Epcon Communities



No Steps & No Yard Work*


Discover
 Low-Maintenance
 Charlotte-Area
 Communities




- 1 THE COURTYARDS AT HODGES FARM**
 4100 Back Creek Church Road, Charlotte, NC 28213
- 2 THE COURTYARDS AT ROBINSON CHURCH**
 55+ Active Lifestyle Community
 7800 Robinson Church Road, Harrisburg, NC 28215
- 3 THE COURTYARDS AT LAKE DAVIDSON**
 55+ Active Lifestyle Community
 145 Bridges Farm Road, Mooresville, NC 28115
- 4 THE COURTYARDS AT QUAIL PARK**
 55+ Active Lifestyle Community
 8612 Fairview Road, Mint Hill, NC 28227

Have your clients visit an Epcon community today.
EpconCharlotte.com | 704.275.3284

*No step entryways are not available for all homes or in all communities. Although all floor plans, features, illustrations, and specifications of the homes and communities are believed correct at the time of publication, the right is reserved to make changes, without notice or obligation. Windows, doors, ceilings, layout, colors, finishes and room sizes may vary depending on the options and elevations selected. This information is for illustrative purposes only and not part of a legal contract. ©2024 IP66, LLC



At Community One Insurance, it is personal. We believe in lifelong relationships and finding the best insurance for the specific needs of everyone we serve.



Zach Ligon


Hey Zach, I have a buyer putting in an offer on a new home. Can you help with the home insurance?

I would be happy to help. Just send us the best contact information and I will reach out right away.


Appreciate it! I let them know you would be calling.

Just spoke with them. Working on the quotes now. So far the quotes look great considering coverage, quality, & pricing!


@communityoneinsurance | Call/Text: 704-246-6500



I HANDLE ALL OF YOUR CLIENTS' NEW CONSTRUCTION NEEDS!
 From pre-drywall to final to the one-year warranty inspection.




Southern Magnolia
 HOME INSPECTIONS



MEGAN GEYER Business Owner

- Same Day Reports
- Drone Roof Inspections
- Maintenance Tips - ALL Included!

803-899-0540
 megan@southernmagnoliainspections.com
 SouthernMagnoliaInspections.com



Charlotte Real Producers' SEPTEMBER Magazine PARTY



SEPTEMBER 19, 2024

special events
↑
Photos by Don Elrod



The recent *Charlotte Real Producers Magazine Party* was nothing short of extraordinary! Held during the day at a stunning listing provided by **Andrew Sharpe**, this event was a perfect blend of elegance, community, and celebration. Our heartfelt thanks go out to everyone who attended—your presence truly brought the event to life and made it an unforgettable occasion!

A special acknowledgment goes to our event sponsor, **Avenues Staging + Design**. Their expertise in elevating the ambiance played a crucial role in

setting the perfect tone for the event. We would also like to extend our gratitude to Christina Ferrell of **Christina Bakes Cakes** and **Adam Rutkowski** from **Alphagraphics**. Their contributions, from the delectable catering to the captivating wall art, were integral to the event's success.

The day was beautifully captured by the talented **Don Elrod**, whose photography immortalized every special moment, and by **Lighthouse Visuals**, whose video recap perfectly encapsulates the essence and energy of the gathering.

We hope that the event provided ample opportunity for meaningful connections among top-producing agents, industry leaders, and other professionals. Networking in such an inviting and intimate setting is invaluable for fostering relationships that drive business growth. Your continued support is what makes these events so impactful, and we look forward to many more moments of shared success in the future.

Once again, thank you to all our partners, attendees, and contributors for making this event such a resounding success!



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.



HERE TO SERVE

Specializing in Realty Legal Services, Residential and Commercial Closings and More!



My mom has always said to me, even from a young age, "**You are blessed to be a blessing unto others.**" I never knew what that meant until a few years ago. Hejirika Law, PLLC is here to use the skills and knowledge obtained over the years to help guide your client through the legal side of their residential transaction.



SOLOMON HEJIRIKA JR.
(980) 580-2260

Please send contracts to:
contracts@hejirikalaw.com
1100 Kenilworth Ave., Ste. 215
Charlotte
@TheClosingAttorney



WEBSITE



HEJIRIKA LAW

Philippians 2:3-4

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Aug. 31, 2024

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

Disclaimer: Information based on Canopy MLS closed data as of September 6, 2024, for residential sales from January 1, 2024, to August 31, 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.

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Aug. 31, 2024

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

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

Disclaimer: Information based on Canopy MLS closed data as of September 6, 2024, for residential sales from January 1, 2024, to August 31, 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.

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Aug. 31, 2024

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

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

Disclaimer: Information based on Canopy MLS closed data as of September 6, 2024, for residential sales from January 1, 2024, to August 31, 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.



PALADIN LAW

Committed to conducting smooth and hassle-free real estate transactions, our experienced team is here to efficiently and effectively handle all of your real estate needs.

Our personalized service ensures a seamless closing experience every step of the way. Let us assist with your next transaction!



Angela D. Berland
Partner



M. Brien Bowlin, Jr.
Partner

980.216.8750 • PaladinLawNC.com
 8015 West Kenton Circle, Suite 110, Huntersville
Closings@PaladinLawNC.com

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Aug. 31, 2024

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

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

Disclaimer: Information based on Canopy MLS closed data as of September 6, 2024, for residential sales from January 1, 2024, to August 31, 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.

Let's Bring Your Client Home

Costner Law has 6 locations in the Charlotte Metro area. Our branch teams strive to build authentic relationships with Realtors. We are here to be a resource for all of your residential real estate needs.



South Charlotte – University – Belmont – Concord – Mooresville – Indian Trail



COSTNER LAW

Give us a call to learn more about how we will provide a great closing experience for you and your clients.

(980) 219-7637
info@CLOsource.com
CostnerLaw.com

Access Instant Title Quotes,
 Seller Net Sheets,
 Buyer Estimates & More



Your comfort is our top priority

- Real estate inspections
- Expertly trained technicians
- Fair, professional and fast

"Dave Barch and his team are top notch. I will never call another HVAC professional in the Charlotte area again. You can expect great service, communication, professionalism and a fair price. Very happy we called them!" -- Cody Caulder, Google review

dave barch
HEATING & AIR CONDITIONING
704-777-9981

HVAC installation, repair and maintenance

PROVIDING SUPERIOR MOVING SERVICES

J.D. JOHNSON
MOVING COMPANY
AN AMERICAN STANDARD
980-888-3338
JDJohnsons.com

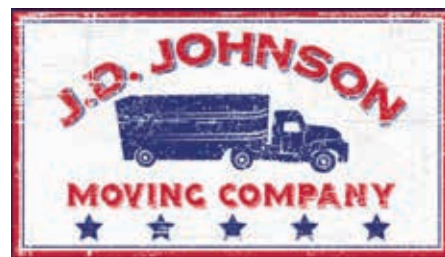
- 95% referral rate
- 14+ years in business
- Locally owned & family operated
- Licensed and insured by the North Carolina Mover's Association

Schedule a FREE estimate today!

Danny Johnson
(704) 746-4444
DannyJohnson@JDJohnsonMoving.com
JDJohnsonMoving.com

REFERRAL SPECIAL

Receive a 10% moving credit!
**For Travel & Labor Only. Valid to use for yourself, or pass the savings to your client.*



AN INDUSTRY-LEADING HOME INSPECTION for a Confident Property Transaction



Home Inspections • New Construction Inspections
Radon Testing • Commercial Property Inspections
Water Testing • Mold Testing & Sampling • Detached Structure Inspections • Irrigation System Testing

TODD HILL

CERTIFIED MASTER INSPECTOR (CMI)[®]
NC & SC Licensed Home Inspector
• Certified Thermographer • Certified Radon Technician • Certified Commercial Radon Technician • Certified Master Inspector

CALL, TEXT, OR EMAIL

(704) 293-5973
admin@tahillinspect.com



SCHEDULE ONLINE

LEARN MORE
tahillinspect.com



Velet Media is now Carolina Dream House.
Offering the same great photos and videos!

PHOTOS. VIDEOS. AERIALS. 3DTOURS.

CAROLINA
DREAM HOUSE

Online booking is available.

carolinadreamhouse.com

Nate Kaine

704.712.0197 | hello@carolinadreamhouse.com



20 YEARS OF
THE N2 COMPANY

Here's a **Frightful** Fact...

Nearly half of our members experienced a ghastly home system breakdown in their first year with us. Thankfully, our bewitchingly boo-tiful home warranty coverage came to their rescue.

Contact me for details.



Your Local Resource

Martinez Livingston

704.244.0648

mlivingston@firstam.com



"I handle home repair stress, so agents can be their best!"

firstamrealestate.com | Phone Orders: 800.444.9030