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COVER STORY



We Make the Real Estate Closing Process Simple



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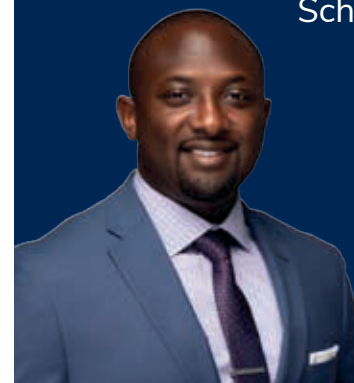
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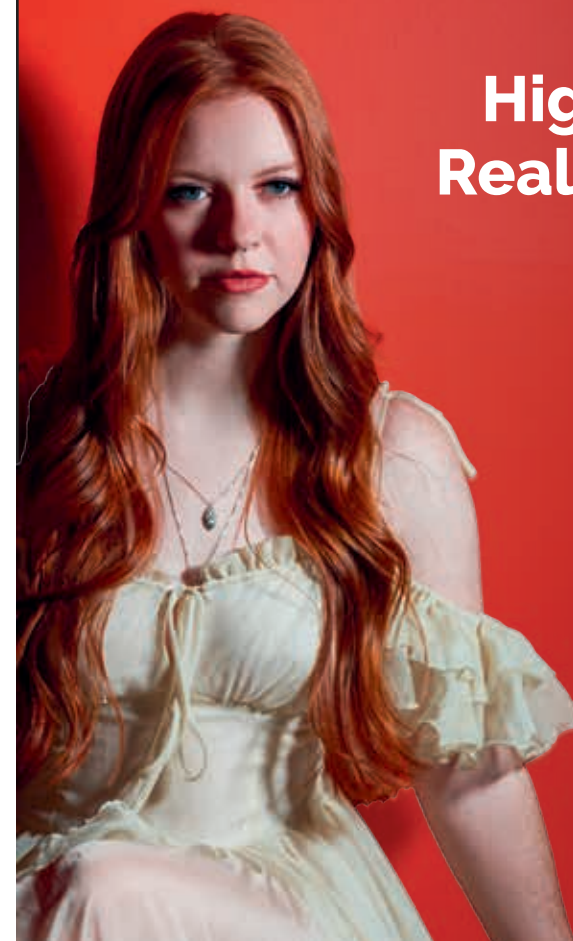
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Hello February

the Season of Connection!

As we move through the heart of winter, February reminds us of the importance of relationships and the warmth they bring to our lives. It's a time to nurture bonds, celebrate love in all its forms, and find strength in the connections that unite us.

This month is also a chance to spark creativity and prepare for the exciting journey ahead. Let's take this opportunity to celebrate each other and build on the successes of the new year.

We look forward to seeing the Real Producers community together at our **Spring Fling on April 8th!** More details to come.

A warm welcome to our newest preferred partners, **Kingdom Plumbing, Reign Moving Solutions, and HOMEstretch!** We're

delighted to have them join our community and look forward to many fruitful collaborations.

As we journey through February, let's reflect on this thought: "Alone, we can do so little; together, we can do so much." Here's to a February filled with collaboration, joy, and meaningful moments.

Your publisher,



Kristin Brindley
Owner/Publisher
Charlotte Real Producers
313-971-8312
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Spring Fling

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FAQ



Since launching *Charlotte Real Producers* eight years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the South Jersey area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which includes **Greater Charlotte counties of Anson, Alexander, Cabarrus, Caldwell, Catawba, Chester, Gaston, Haywood, Iredell, Lancaster, Lincoln, Mecklenburg, Montgomery, Stanley, Union, and York.** We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2024.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. REALTORS®, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer

service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, send an email to wendy@kristinbrindley.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



CHARLOTTE

RP

2025

BY THE NUMBERS

WHAT CHARLOTTE'S TOP 500 AGENTS SOLD

17,114



TOTAL TRANSACTIONS

\$10.9B



TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

9,686



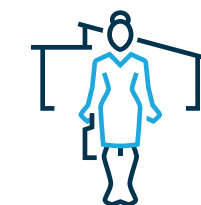
BUYING SIDE TRANSACTIONS

7,428



AVERAGE SALES VOLUME PER AGENT

\$21.7M



AVERAGE TRANSACTIONS PER AGENT

34.23

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ANGELA BERLAND & BRIEN BOWLIN *Partners In Law and Life*

When Angela Berland and Michael O'Brien Bowlin, Jr. "Brien," met on the first day of law school, they had no idea their lives would become so intertwined. Fifteen years later, they've built a thriving life together, balancing family, their law firm—Paladin Law—and a passion for music, sports, and shared adventures.

"Opening Paladin Law wasn't just about starting a business," Angela reflects. "It was about creating the life we envisioned—together."

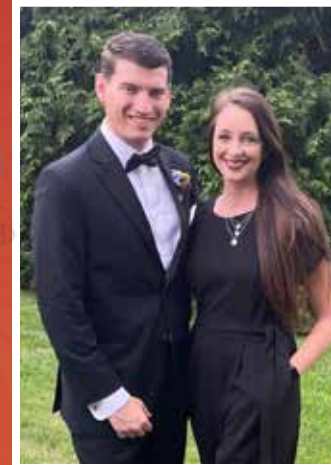
From Law School Sparks to Lifelong Partners

Angela, from Dilworth, Minnesota, and Brien, from Clarksville, Virginia, took different roads to law



school, but their connection was instant. Angela spent her pre-law days managing concert logistics at the FargoDome in Fargo, North Dakota, while Brien honed his construction skills working for his father's construction company, CEI Construction. These formative experiences shaped both their approach to law and their complementary personalities.

"We both bring unique skills to the table," Brien says. "Angela's detail-oriented precision complements my broad perspective from working in construction and experience in the courtroom litigating family law cases."



Their personal connection blossomed into a professional partnership as they combined their experience and strengths to open Paladin Law in 2021.

Finding Their Niche in Real Estate Law

Real estate law was an easy choice for Angela, who immediately felt at home in the field. "My first job offer was at a real estate firm," she explains. "It just clicked. Connecting the puzzle pieces of title searches, establishing connections with people, working with the numbers for closings and understanding the process felt like second nature. I truly enjoy the opportunity to formulate solutions that ultimately help every party involved."

Brien's journey was inspired by his hands-on experience in construction. "Being on job sites with my dad growing up gave me a deep understanding of the building process," he shares, "which motivated me to want to help people navigate real estate from a legal perspective."

Brien's additional experience in family law gives the duo a unique edge. "Divorce and real estate are often intricately linked," he explains. "Understanding how these areas overlap helps us prevent and avoid legal issues before they arise, especially during closings involving separations."



Together, Angela's knack for detail and Brien's big-picture problem-solving make them a powerhouse team.

The Joyful Side of Law

Unlike the stress of litigation, real estate law is a happy space for the couple. "It's fulfilling to help people achieve milestones," Angela says. "Whether it's buying their first home, refinancing for a renovation, or selling to start a new chapter, we get to share in their joy."

Brien agrees. "Litigation can be draining, but real estate law is filled with hope and excitement. It's about being part of people's dreams."

Their client relationships keep them motivated to improve and refine the closing process. "We're always looking for ways to make the process of buying or selling a home smoother and more efficient, taking the stress out where we can and

enjoying the relationships we form with our clients along the way," Angela notes.

Family at the Center

In July 2023, Angela and Brien welcomed their son, Michael O'Brien Bowlin, III "Trey," whose full name honors three generations of Michael O'Brien Bowlins. "Starting our firm gave us the balance to focus on what matters most—our family," Angela says.

Trey isn't the only member of the family benefiting from Angela and Brien's commitment to balance. The couple also shares a love of sports and music, traveling to games and concerts together. As Small Business Partners with the Carolina Panthers, they've cheered on the team from London to Munich.

"Those experiences keep us connected and remind us why we work so hard," Brien says.



Success Redefined

For Angela and Brien, success isn't about awards or accolades—it's about fulfillment. "If we can look at each other and smile at the end of each day, we've succeeded," Brien shares. "We love what we do, we love each other, and we love helping our clients."

Angela agrees, adding, "We're always striving to be better—not just for our business but for our family and ourselves. We are eternally grateful for the support of our amazing team at Paladin Law and all of our trusted clients. Without them, we wouldn't be here."

As they look to the future, Angela and Brien remain focused on building a legacy, both personally and professionally. With their passion, dedication, and love for what they do, they are proving that success isn't just about accomplishments—it's about the life you build together.



ANGIE CASTRO & SEBASTIAN MORA

A Power Couple On The Rise



When energy, passion, and partnership come together, extraordinary things happen. Meet Angie Castro and Sebastian Mora—a Charlotte-based real estate power couple whose journey in business and life is nothing short of inspiring. From their early start in the industry to building a thriving real estate business together, their story is a testament to hard work, faith, and synergy.

From Friendship to Forever

Their story began in the real estate trenches. Angie, a determined and knowledgeable agent, and Sebastian, a trusted lender with deep contracting roots, quickly became a dynamic duo. “We were best friends before anything else,” Angie says with

a smile. “Working together felt natural. We spent hours on the phone, collaborating, laughing, and building a connection. Real estate can be a lonely industry, and having someone who understands your world makes all the difference.”

But their friendship blossomed into something more. “We didn’t want to mess up our work relationship, but it was undeniable,” Sebastian admits. “Once we shared our feelings, everything just clicked. We realized we were perfect together—in life and business.”

On January 6th, they celebrated their first wedding anniversary, and their bond continues to



thrive as they navigate the fast-paced world of real estate together.

A Perfect Balance

Angie and Sebastian bring a powerful mix of skills and personalities to the table. Angie, known as “the cautious one,” is the organized, sweet, and hard-working strategist who ensures every detail is in place. On the other hand, Sebastian is the “gas of the operation”—funny, outgoing, and always full speed ahead. This contrast fuels their success.

“We complement each other perfectly,” Angie shares. “Where I’m careful, he pushes forward. Where he’s bold, I bring strategy. It’s why we’ve grown so much faster together than we could have alone.”

Building Dreams Together

Real estate was always part of their dreams. Angie earned her license at just 18 years old, inspired by her grandparents, who built a legacy through real estate investing despite having no formal education.

Sebastian’s story began even earlier—at 14, he entered the trades as a painter and quickly became a skilled contractor.

Their combined experience gave them a winning edge. Today, they’ve found their niche, investing in fix-and-flips and new construction. “Taking the leap into investing was a game-changer,” Sebastian says. “We’re currently flipping three properties and building two homes, and we couldn’t be more excited about where we’re headed.”

Their hard work has paid off, with a career volume of \$26 million, including \$9 million in 2023 and \$16.2 million last year. Angie also serves as the broker-in-Charge at Monarch Group Realty, a role she leads with grace and precision.

Life Beyond Real Estate

While real estate keeps them busy, Angie and Sebastian prioritize family, faith, and fun. “We’re pickleball fanatics,” Angie laughs. “It’s our way of unwinding and spending time together.” They also enjoy movies, dining out, and caring for their three beloved pets—Banana, Rook, and Sombra.

Family plays a central role in their lives, with Sebastian’s close-knit family becoming Angie’s own. “Sebastian’s family welcomed me with so much love,” she says. “Even though my family is far away, I feel at home.” Their faith also keeps them grounded, guiding both their personal and professional decisions.

Looking Ahead

The future is bright for this powerhouse duo. With 2024 full of gratitude for their growth, Angie and Sebastian are setting their sights on 2025. Their next big goal? Transitioning out of flips and diving headfirst into development and new construction.

“Success for us means freedom,” Angie explains. “We want to build a business that allows us to slow down, play with our future kids, and enjoy the life we worked so hard to create.”

Their story is one of energy, passion, and a shared dream. “Real estate brought us together,” Sebastian reflects. “And together, we’re unstoppable.”

With their unique balance, contagious energy, and unwavering faith, Angie and Sebastian Mora are redefining what it means to be a real estate power couple. Watch out, Charlotte—they’re just getting started!

EMILIE & WALT DAVIS

*Redefining Love
And Legacy*

Nestled in charming Huntersville, NC, Emilie and Walt Davis are more than just real estate professionals—they're the ultimate power couple. With a love story that has stood the test of time and a thriving business rooted in heart and hustle, they've become a dynamic force in real estate. Emilie and Walt prove that when passion meets partnership, magic happens.

From "I Do" to Doing It All

Their journey began in the summer of 1977 with a simple church visit. Emilie, a fresh-faced dental hygienist in Toccoa, GA, caught the eye of Walt, a college student spending his summer as a youth pastor. He plucked her card from a visitation stack and made the call that would change both their lives. Seven months later, they were exchanging vows—and building the foundation of a lifelong partnership.

This February, Emilie and Walt celebrate 47 years of marriage—a milestone marked by love, resilience, and shared dreams. From raising three children and embracing the joy of 16 grandchildren to navigating career shifts, their union has been a masterclass in collaboration.

Career Reinvention with a Twist

Before real estate became their calling, Emilie spent over two decades perfecting smiles as a dental hygienist and office manager, while Walt made his mark in yearbook sales and fundraising. In 2017, they decided to pool their talents together—a move that transformed their lives.

Walt brought his land sales expertise, cultivated since 1998, while Emilie leveraged her attention to detail with empathy rooted in years of client care. Together, they built Southern Charm Collective, a thriving venture under eXp Realty LLC.

It wasn't all smooth sailing. Their first year in the industry tested their grit. With only two sales totaling \$676,000, they could have thrown in the towel. Instead, they leaned in—networking at civic clubs, touring properties, hosting open houses,



and relentlessly following up with leads. That perseverance paid off! Today, Emilie and Walt boast over \$94 million in career volume and have become trusted names in the Greater Charlotte area's competitive market.

The Power of Partnership

Their secret sauce? Emilie and Walt are living proof that opposites don't just attract—they amplify each other's strengths. Emilie is the empathetic, detail-oriented yin to Walt's outgoing, personable yang. Together, they offer clients



concierge-level service, blending sharp market knowledge with heartfelt support.

"We treat our clients like family and build connections that go far beyond the transaction," Emilie says.

Their hard work hasn't gone unnoticed. Emilie was named among Lake Norman Media Group's Who's Who in 2022 and 2023 and was named #1 in the

their connection strong. Their bustling family—complete with two doodles, a Bichon Bolognese and a Ragdoll cat—adds plenty of energy and love to their home.

Emilie and Walt are just as passionate about the future. With plans to mentor new agents and expand their influence in real estate, they're building a legacy that goes far beyond transactions.

A Message of Love and Resilience

Emilie and Walt's journey is a testament to the power of love, grit, and teamwork. They've weathered challenges, celebrated wins, and built a life that's both inspiring and fulfilling. Whether it's their nearly five decades of marriage or their meteoric rise in real estate, they've proven that partnership isn't just about balancing strengths—it's about lifting each other higher.

Their story is a rallying cry for dreamers and doers: Believe in each other, stay the course, and never stop hustling for what you love. Emilie and Walt Davis are living proof that the real estate of life's greatest treasures is built on a foundation of trust, passion, and a whole lot of heart.



country in 2022 for New Home Sales with an active adult national website. Walt's career highlights include managing a \$42 million land sale weekend in Florida. They were Service Providers of the Year twice at their previous firm and have become local icons in the 55+ active adult market.

Living the Dream

When they're not making real estate magic, Emilie and Walt embrace life's simple pleasures. Boating on Lake Norman, escaping to their mountain home, or exploring wineries and new restaurants keeps

HEATHER & BRAD COOK *Building A Business And A Life Together*

Heather and Brad Cook prove that when passion and partnership collide, incredible things happen. With over 20 years of combined real estate experience and a knack for balancing business and love, this Lake Norman-based duo leads The Curated Group under Real Broker, LLC, with heart, humor, and a shared vision for the future.

An Online Spark, a Real-Life Connection

Heather and Brad's story begins with a digital twist—they met on Bumble. Their connection was instant, and it quickly became clear they were a perfect match, both in love and ambition. Seven and a half years into their marriage, their bond is stronger than ever, and they have a successful partnership in real estate.

“We get to spend every day together, working toward the same goals,” Brad says. “That’s a win most people don’t get.”

What makes Heather and Brad such a powerful team is how their personalities balance each other. Witty and creative, Heather is a natural conversationalist who thrives on building connections. Brad, the logical and insightful counterpart, excels at listening and providing thoughtful solutions.

“Our dynamic works because we play to each other’s strengths,” Heather shares. “I love starting



conversations, and Brad is incredible at taking those ideas and turning them into action.”

This dynamic has led their team to remarkable achievements. With Heather at the helm as CEO of The Curated Group and both serving as Growth Ambassadors with Real Broker, LLC, the couple has achieved over \$350 million in career volume. In 2023 alone, they closed \$33 million, and last year, \$35 million.



Inspired by Legacy, Driven by Love

For Heather, real estate was a calling inspired by her Aunt Lynn, a beloved realtor who passed away too soon. “She was my favorite person in the world,” Heather reflects. “I wanted to be just like her.”

Brad’s journey into real estate came later, motivated by a desire to spend more time with Heather and escape the grind of his traveling sales job. “I couldn’t say no to the chance to work with my best friend every day,” Brad says.

A Full House of Love (and Fur)

The Cooks’ life extends far beyond real estate and into a home bustling with energy, joy, and an impressive furry family. Together, they care for a small pack of 13 pets, including their cherished Great Danes, Moo and Roo; a stylish Shi-Poo named Jay Z; a sassy Yorkie named Beyonce; and a lovable Frenchie squad featuring Biggie, Smalls, Tupac, Peggy, Beans, and more.

“We’re basically running a mini zoo,” Brad jokes, “but we wouldn’t have it any other way.” Each pet



brings its unique personality to the family, from Betty White’s charm to Foxy Brown’s playful antics. Their newest addition, Tupac, a four-month-old Frenchie, has already claimed a spot as the house’s resident troublemaker.

Even their cat, David, fits right into the mix, ruling over the pack with quiet authority. “It’s chaos, but it’s our chaos,” Heather says with a laugh. “These animals bring so much love and joy into our lives—a constant reminder to slow down and appreciate the little things.”

But family isn’t just about their four-legged companions—it’s also about building a legacy. Heather and Brad have spent years pouring their passion into real estate, and now they’re thrilled to welcome the next generation into the business. Their son, Will Roque, recently earned his real estate license, marking an exciting new chapter for the family. “We are extremely proud and excited,” Heather shares. “Now, when the time comes for us to hang it up, we have the opportunity to pass our real estate legacy on to him,” Brad adds.

Looking Forward

The Cooks are passionate about sharing their journey with others. This year, they’re launching a Power Couples in Real Estate group designed to connect and inspire other partners navigating the unique challenges and opportunities of working together.

“Our highest hope is to grow as individuals and as a team,” Heather says. “There’s no failure, only chances to learn and get better.”

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RYAN & KAILA LINDSEY

Building Dreams, Brick By Brick



In the fast-paced world of real estate, Kaila and Ryan Lindsey have built a life and career that blend passion, persistence, and a sprinkle of serendipity. With over nine years in the industry, this Charlotte-based power couple has mastered the art of balancing business success with personal fulfillment, embodying the philosophy that life is as much about the journey as it is the destination.

A Story of Friendship, Love, and Vision

Kaila and Ryan's story began not in a boardroom or open house but poolside during high school. What started as a friendship grew into something deeper, a bond forged through years of shared experiences. "We were best friends and even roommates in college," Kaila recalls. "It wasn't until after we graduated that

we finally confessed our feelings for each other. We'd both been holding back for years out of fear of losing the friendship!"

Their relationship has been a steady evolution, much like their career in real estate. Married since 2014, Kaila and Ryan have been navigating life and business together with complementary skills that make them unstoppable.

The Dreamer and the Doer

Describing themselves as the dreamer and the rock, Kaila and Ryan's dynamic couldn't be more balanced. Kaila, a visionary who thrives on creativity, spearheads real estate transactions and envisions transformative projects. Ryan,

the analytical and grounded general contractor, brings Kaila's ideas to life through his expertise in renovation and building.

Their combined efforts have earned them the nickname "the Chip and Joanna Gaines of Charlotte" among friends. And while they playfully shrug off the comparison, there's no denying their synergy in blending real estate with home transformation.

"We complement each other," Kaila says. "I handle the buying, selling, and vision for renovations, while Ryan focuses on construction and design. We stay in our lanes but always have each other's backs."

From Humble Beginnings to Unstoppable Growth

Like many entrepreneurial couples, the Lindseys faced their fair share of challenges. Early in their journey, they found themselves nearly broke, navigating the complexities of launching a business while juggling financial stress. "It was tough," Kaila admits, "but we leaned on each other and pushed through. Looking back now, we laugh, but those moments strengthened our partnership."

Today, their career achievements are impressive. Kaila, a seasoned real estate agent with a career volume of \$157 million, has consistently earned the prestigious ICON award at EXP Realty for the past six years. By leveraging his general contractor license, Ryan has transitioned from flipping houses to building affordable homes, aligning their business with their vision of creating generational wealth.



Real Estate with Heart

For Kaila and Ryan, real estate is more than just a career—it's a pathway to their dreams. They aim to build financial freedom while prioritizing family, travel, and their shared passion for giving back.

The couple's family life, including their two-year-old son and three rescued dogs, is at the heart of everything they do. "Watching Ryan interact with our son is the greatest joy of my life," Kaila shares. "We're intentional about creating memories together, whether traveling or simply enjoying time at our beach house."

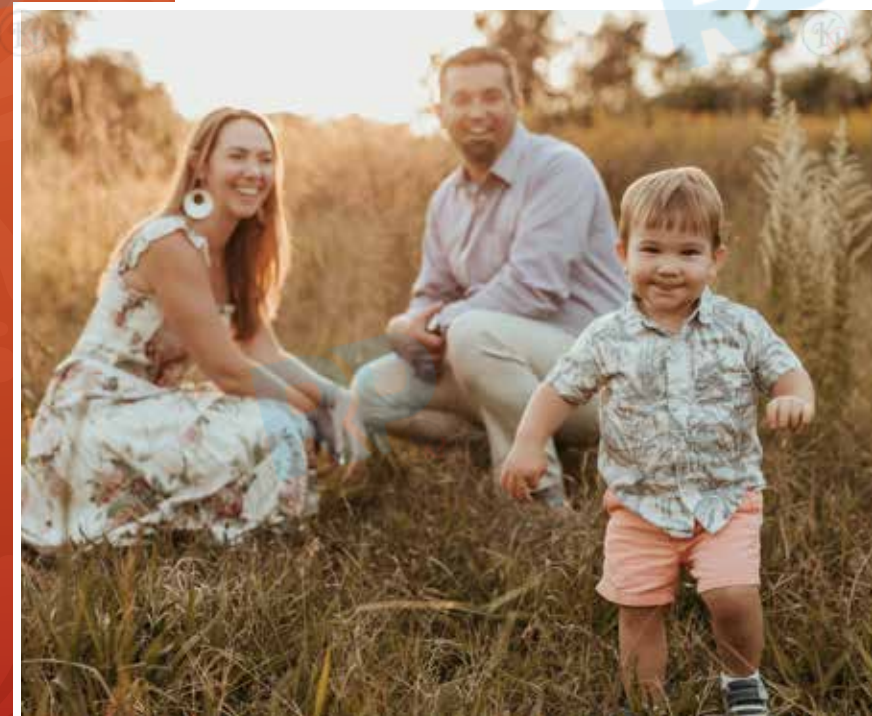
Their compassion extends beyond their family to the community. Kaila, who has rescued over 57 dogs through fostering, sees every challenge—whether in real estate or life—as an opportunity to make a difference.

Success Redefined

For the Lindseys, success isn't measured solely by financial milestones. "It's about creating a life we love to live every day," Kaila explains. "We work hard but never at the expense of our family or health. Those moments—being present with each other and our son—are priceless."

As they look ahead, the couple's aspirations are as ambitious as they are heartfelt. From expanding their real estate ventures and doubling Kaila's YouTube subscribers to growing their family and making the cover of *Real Producers*, the Lindseys are proof that dreams, when built together, can lead to a rewarding and inspiring life.

With a relentless drive to turn vision into reality, Kaila and Ryan Lindsey are more than a power couple—they're a testament to the magic of teamwork, tenacity, and love.



KRISTEN BERNARD

GLENN KIRBY

Building Homes And Futures

In Charlotte's fast-paced real estate world, Kristen Bernard and Glenn Kirby stand out as a duo who have mastered the art of teamwork in both life and business. Their story is one of passion, persistence, and partnership—a journey that has made them one of the most inspiring couples in the industry.

A Match Made in Real Estate

Kristen and Glenn's love story began when their professional lives overlapped. Both were agents at Keller Williams SouthPark when their paths crossed. At first, they were friendly competitors, occasionally finding themselves on opposite sides of a deal. But as time passed, their connection grew deeper, fueled by shared interests in travel, sports, and treating life like an adventure.

"We started as colleagues but soon realized we had so much in common," Kristen shares. "From there, everything just clicked." In May 2020, they blended their families and lives, creating a marriage and a true partnership.

Different Strengths, Shared Goals

Kristen and Glenn are a true power couple because of how well their unique skills fit together. Kristen, who started her career as a school teacher, is naturally warm, caring, and focused on helping people. She entered real estate in 2008, driven by a love of learning and a passion for helping buyers and sellers make informed decisions. Today, she leads the EmpowerHome Team Charlotte, where her client-first approach has earned her a spot in the top 1% of her market center.

Glenn, on the other hand, is a planner and strategist. Starting in real estate during college, he's spent over two decades building his career and now oversees several Keller Williams brokerages in the Carolinas. Glenn's expertise lies in mentoring agents and creating strong systems for success.



"Kristen brings heart, and I bring structure," Glenn says with a smile. "Together, we make a great team."

Life Beyond Real Estate

Kristen and Glenn's world doesn't just revolve around business. They're proud parents to four teenagers—Laney, Beckham, Selwyn, and Drew—and a Sheepadoodle named Kenzo, who keeps things lively at home.

When they're not working, you'll often find them golfing at Raintree Country Club, trying out new restaurants, or relaxing on their sailboat in Key West. Family and fun are central to their lives, as is their commitment to giving back. They actively support causes like Go Jen Go and St. Jude Children's Research Hospital.

"Giving back is so important to us," Kristen says. "We want to make a difference, not just in real estate, but in our community."

Overcoming Challenges Together

Like any couple in business together, Kristen and Glenn have faced their share of challenges. Their different approaches sometimes lead to disagreements, but they've learned to turn those moments into opportunities to grow.

"We've had to learn patience and good communication," Glenn says. "It's not always easy, but our shared goals keep us moving forward."

Kristen adds, "Our differences make us stronger because we balance each other out. It's all about working as a team."



Looking Ahead

Kristen and Glenn have big plans for the future. Kristen aims to grow her team's sales volume to \$90 million in 2025, while Glenn is focused on guiding his brokerages to an impressive \$2.5 billion in transactions.

For them, success is more than numbers. "It's about helping others succeed," Kristen explains. "Whether it's our clients, agents, or the community, making a positive impact is what drives us."

As they continue to grow their business and build their life together, Kristen and Glenn prove that with hard work, love, and a shared vision, anything is possible. They're more than just a power couple—they're a team, and they're just getting started.



STEVEN & MARIE LORIMER

Building Dreams Together In Real Estate And Life

When Steven and Marie Lorimer walk into a room, their warmth and synergy are instantly felt. Married since 2006, this dynamic duo has turned their

passion for people and real estate into a flourishing business. Serving the Greater Charlotte area with the Allen



Tate Company, the Lorimers prove that success is sweeter when shared with your best friend.

“We’re best friends first,” Steven says with a smile. “I couldn’t imagine doing life with anyone else.”

A Love Story Rooted in Trust

Steven and Marie’s story began like a scene from a romantic comedy. Introduced by a mutual friend nicknamed “Kool-aid” (yes, he was in the old commercials), their chemistry was undeniable. Their first official date? A New Year’s Eve party, complete with a midnight kiss.

“That kiss sealed the deal,” Marie says with a laugh.

Two decades later, their partnership is just as strong. They’ve raised two incredible sons, Julius and Olson, and run a thriving real estate business—proving that trust and teamwork are the ultimate foundations for success.

Taking Leaps of Faith

Steven’s journey to real estate began in 2014 after a successful career in sales. But something was missing. “I wanted a career where I could make a real difference in people’s lives,” he recalls. Encouraged by Marie, Steven took a leap of faith, leaving behind stability for the unknown.

“His happiness mattered more than anything,” Marie shares. “I told him, ‘We’ll be fine. Just go for it.’”

Her belief paid off—Steven earned Rookie of the Year in his first year in real estate.

Years later, it was Steven’s turn to encourage Marie. As a VP of marketing, her demanding corporate career kept her from her family. “What used to bring me joy wasn’t fulfilling anymore,” she explains. “Steven told me, ‘It’s your turn to leap. We’ll figure it out together.’”



And they did. Today, their combined skills—Steven’s gift for connecting with people and Marie’s creative, data-driven approach—make them an unstoppable force in real estate.

Opposites That Attract—and Complement

While their personalities differ, that’s precisely what makes them a dream team. Steven describes himself as “outgoing, caring, and thoughtful,” Marie jokes that she’s “confident, creative, and OCD, lol.” Together, they balance each other perfectly.

“Steven’s strength is his genuine love for people,” Marie says. “He makes everyone feel seen and heard.”

“And Marie’s attention to detail is unmatched,” Steven adds. “She sees the big picture and all the small pieces that make it work.”

Family, Fur Babies, and Fun

For the Lorimers, family comes first. Their sons, Julius (15) and Olson (13), are their pride and joy. Julius dreams of playing collegiate golf, while Olson splits his time between tennis and video games. Even their dogs, Cloe and Cami, are part of the family dynamic.

“We’re a boxer family,” Marie says. “Cloe wasn’t sure about Cami at first, but now they’re inseparable.”

The Secret to Success

What’s their secret to thriving as a couple in business? Trust, hard work, and never giving up on each other. “Five years ago, we had no idea what today would look like,” Steven admits. “But we poured everything into this, bringing us closer.”

For the Lorimers, real estate isn’t just a career—it’s a calling. “Every transaction is personal,” Marie



shares. “We treat our clients like family because that’s what they deserve.”

Their advice for others chasing their dreams? “Don’t be afraid to leap,” Steven says. “And find someone who believes in you as much as Marie believed in me.”

With their deep connection to their community and unwavering love for each other, Steven and Marie Lorimer prove that in real estate—and life—success is always better when shared.

NATHAN & ANGELA THOMPSON

Building Trust From The Ground Up

For Nathan and Angela Thompson, success isn't just about numbers—it's about honesty, growth, and the simple satisfaction of helping others. As the dynamic duo behind Clean

Air Carolinas Inc., their story is one of grit, innovation, and a shared passion for problem-solving that has kept their partnership thriving both personally and professionally.



A Meeting to Remember

The Thompsons' journey began over two decades ago when fate brought them together in a Charlotte fine-dining restaurant. Angela, the outgoing bartender, caught the eye of Nathan, who was already hard at work in his father's crawlspace remediation company. The connection was instant. Soon after, they started dating, bought their first house, and Nathan proposed on Christmas Eve in 2002. By May of 2003, they were married in Gatlinburg, TN, ready to build a future together.

Building Clean Air Carolinas

Nathan began working in crawlspace remediation in 2002, and Angela joined him in 2005, leaving behind her bartending career. When Nathan's father retired in 2007, they briefly worked for the company's new owner. But by 2009, they were ready to branch out independently—and Clean Air Carolinas Inc. was born.

Starting their own business brought challenges, including a slow first year as they built their network and reputation. Still, they pushed through. Their unwavering commitment to quality work and exceptional service fueled their exponential growth. With a projected 20% increase for 2025, Clean Air Carolinas has become a trusted name in crawlspace remediation.

Complementary Strengths

What makes Nathan and Angela such an effective team is how they balance each other's strengths. Nathan, the calm and optimistic innovator, keeps the vision in focus. Angela, with her warm and outgoing nature, connects effortlessly with clients and vendors.

"Nathan sees the big picture, and I'm the one who keeps things moving," Angela explains. "Our personalities work so well together, which is why we can meet every challenge head-on."

A Reputation Built on Honesty

For the Thompsons, success goes beyond growth—it's about integrity. Their passion for solving problems has earned them a loyal network of realtors and

clients who rely on their expertise. Whether it's mold remediation, crawlspace encapsulation, or improving indoor air quality, the Thompsons approach every job as if it were their own home.

"Our goal is always to do what's right, not just what's easiest," Nathan says. "That's how you build trust."

Their certifications as Mold Remediators and Indoor Environmental Professionals further set them apart, ensuring every project meets the highest standards.

Life Beyond the Business

Outside of work, the Thompsons lead full, vibrant lives. Nathan enjoys shooting pistol and rifle competitions or fishing in North and South Carolina lakes, while Angela stays active running local 5Ks.

Though they recently lost their beloved 14-year-old Labrador, Mick, they're excited to welcome new furry companions soon. Family is also central to their lives, with Nathan's eight siblings and Angela's close-knit Charlotte-based family providing a strong support system.

Looking Ahead

As they look to the future, Nathan and Angela hope to train more exceptional employees to keep up with their growing schedule and continue solving problems for clients.

"Helping people—whether it's our clients, team, or realtors—is what drives us," Angela says.

From humble beginnings to where they stand today, Nathan and Angela Thompson prove that honesty, hard work, and a shared vision can create something truly remarkable.

"Success for us is simple," Nathan concludes. "It's about helping others, enjoying the work, and knowing we've built something to be proud of."

With unwavering dedication and an unstoppable partnership, Nathan and Angela Thompson are more than a power couple—they're an inspiration.



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NICOLE & TERRAN JORDAN

Diverse Origins, Common Aspiration

Behind every great business lies a compelling story, and Nicole and Roswald “Terran” Jordan’s tale is one of grit, heart, and unapologetic ambition. Together, this dynamic duo leads Jordy Luxe Transactions, LLC, a company that has redefined luxury real estate services. But their journey isn’t just about success—it’s about perseverance, family, and faith.

Opposites Attract, Dreams Align

Nicole, the creative visionary with a free spirit, brings boundless ideas and contagious energy to the table. Born in California but raised in Guatemala, her childhood was defined by resilience and reinvention. From leaving behind her family in Guatemala at age eight to adapting to life in the U.S. without speaking English, Nicole turned every challenge into fuel for her dreams.

Terran, on the other hand, is the steadying force. A detail-obsessed problem solver with a flair for humor, he’s the yin to Nicole’s yang. Hailing from a military family, his formative years were shaped by discipline, adaptability, and an unwavering commitment to family. When their paths crossed in a Maryland mall in 2005, sparks flew. Nicole may have saved his number as “mall guy,” but it didn’t take long for him to win her heart. Fast forward to 2020, and the couple tied the knot, solidifying their partnership in life and business.

A Legacy Born from Love and Hustle

Jordy Luxe Transactions wasn’t just a business idea; it was born from necessity and vision. After Nicole became a realtor in 2015, her knack for efficiency and process management stood out. Meanwhile, Terran brought his analytical mindset, honed in federal law enforcement, to the table. Together, they turned their shared passion for real estate into a powerhouse brand.



But their big break came with a twist of fate. In 2021, after their son Jaycari was born prematurely and spent nearly four months in the NICU, Nicole and Terran knew life needed a different rhythm. Determined to prioritize their family, they reimagined their business. Jordy Luxe Transactions grew into a platform that not only supports realtors but also empowers its founders to stay present for



their children. Today, they oversee a thriving team of seven, processing up to 120 transactions monthly while offering unmatched, white-glove service.

A Family-First Philosophy

This power couple isn’t just about closing deals—they’re about opening doors to better lives. At home, Nicole and Terran’s vibrant family life reflects their diverse heritage. With four kids, including a new baby and two lovable pit bulls, the Jordans’ household is a lively mix of soul food, Guatemalan delicacies, and Carolina Panthers football parties.

Faith is their cornerstone. From family prayer to teaching their children about resilience and gratitude, Nicole and Terran are building a legacy



Blueprint: From Hustler to CEO, they’re empowering entrepreneurs to realize their dreams. Their venture, Virtual Luxe Solutions, provides virtual assistant services for the modern real estate industry.

“We believe in transforming the hustle into something sustainable and impactful,” Nicole shares, her passion unmistakable. “It’s about creating freedom—for us, our family, and everyone we work with.”

As they look ahead, the Jordans are focused on scaling their business nationwide and inspiring others to follow in their footsteps. “Real estate isn’t just a job,” Terran explains. “It’s a vehicle for change, for building generational wealth, and for creating the life you’ve always dreamed of.”



of love and values. When they’re not juggling business calls, they’re recharging by the water, exploring new destinations, or simply soaking in the joy of parenthood.

Redefining Success

For Nicole and Terran, success means impact, not just numbers. With Nicole’s course, The Boss

RACHEL & ALEXANDER

COST

*Crafting Lives
and Dreams*

Meet Rachel and Alexander Cost, a dynamic duo in Charlotte's real estate and insurance industries who have built their success on hard work, teamwork, creativity, and a deep connection. Married for over a decade and together for 15 years, this power couple epitomizes the balance between professional excellence and a thriving family life.

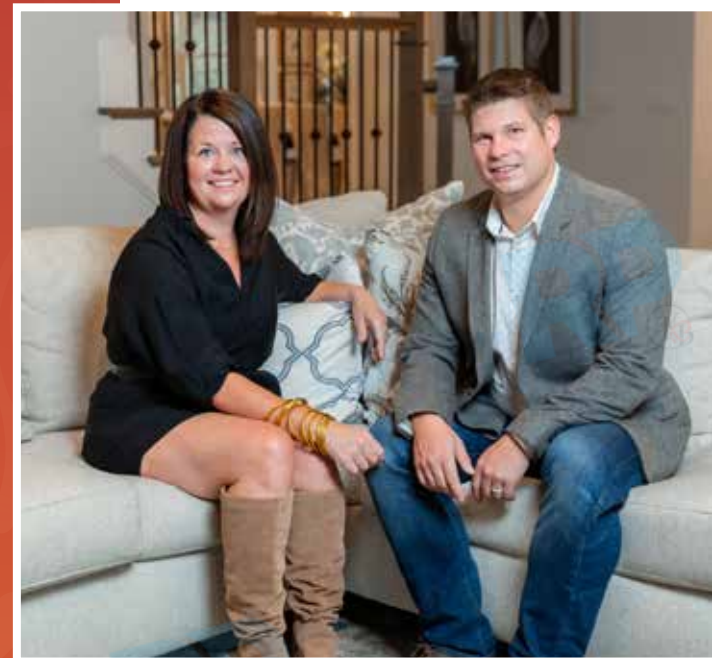
Hailing from vastly different corners of the globe—Rachel from England and Alex from Syracuse, New



York—their journey together began in a fitness boot camp class Alex led in South Charlotte. A shared sense of humor and love for sports sealed the deal on their first date at a basketball game, sparking a partnership that has grown through countless challenges and triumphs.

From Teaching to Real Estate

Rachel entered the real estate world five years ago, transitioning from a career as a middle and



high school math teacher. Her passion for teaching evolved into a love for training and coaching agents, blending leadership skills with creative problem-solving. Alex, with his background in fitness, has spent the past decade building a successful insurance career. Two years ago, he earned his real estate license, diving into their shared passion for property and investment. Together, they've built a business that delivers exceptional care to clients while balancing personal and professional lives.

A Perfect Balance

What makes Rachel and Alex a standout team is their complementary personalities. Rachel describes herself as creative, brave, and determined—an introvert with a knack for risk-taking. Alex is outgoing, analytical, and athletic, with a confident demeanor that energizes their ventures. They've embraced their differences by crafting roles that align with their strengths, creating synergy at home and in business.

"A zebra is never going to change their stripes, but they can learn to wear them better," is a favorite quote Rachel loves. This philosophy underscores their partnership as they divide tasks to maximize efficiency and harmony.

Family First

For the Costs, success is about more than just business. It's about creating a life that reflects their values of hard work, family, and community. With three children—Noah (10), Olivia (9), and Pippa (3)—plus their beloved black Labrador, Izzie, life is a whirlwind of school, sports, and family outings. Yet, they make it work by involving their kids in business

ventures, from client appreciation events to signage and pop-by deliveries.

"We share our goals and ideas with our children to inspire them," says Alex. "It's not just about real estate or insurance; it's about showing them that anything is possible with hard work and creativity."

When not closing deals or planning events, Rachel and Alex enjoy hiking, golfing, exploring local activities, and spending time at the beach—their happy place. In the long term, they dream of building generational wealth, ensuring family security, and giving back to their community. They envision a future near the ocean, balancing work with the simple joys of sandy toes and sunset views.

Giving Back

The Costs are more than just professionals—they're community builders. Rachel serves on the board of the 24 Foundation, which raises funds to support cancer research, patients, and survivors in the local Charlotte area. The Costs also support other nonprofits like the Independence Funds, FRAG, and Ronald McDonald House. Professionally, they've set lofty goals, including expanding the Fuel Real Estate platform and \$10 million agent training program and continuing to grow real estate investments.

"For us, success is about setting goals we define for our family and achieving them," says Rachel. Whether it's reaching \$20 million in sales, supporting other agents, or inspiring their sphere to build generational wealth, the Costs are all about turning dreams into reality.

A Journey of Grit

Rachel and Alex's story is one of grit, growth, and grace. Their journey reminds us that success in real estate, as in life, is about more than numbers. It's about relationships, resilience, and pursuing what truly matters. Together, they've shown that with determination and teamwork, you can achieve not only professional success but a life filled with meaning and purpose.



TINA & DAVID KOSTELNIK

Love, Leadership, And Legacy

Some couples complement each other; Tina and David Kostelnik amplify each other. With over seven years in Charlotte's competitive real estate market, they've earned a reputation as the go-to team for buyers and sellers seeking expertise, creativity, and unwavering commitment. They're more than just partners in business—they're the kind of couple who turn houses into homes and clients into lifelong friends.

A Chance Meeting That Changed Everything

Their story started at a South Charlotte restaurant, where Tina and David's worlds collided in the most unexpected way. Tina was out with friends, one of whom happened to know David from his basketball days. Introductions were made, sparks flew, and the rest is history.

Fifteen years later, the Kostelniks have built a beautiful life together and blended their families seamlessly. With three successful children—Lauren (25), AJ (24), and Nick (21)—they've mastered the art of creating harmony both at home and in their business.

Real Estate's Power Couple

What makes Tina and David unstoppable? It's their unique blend of talents and perspectives. Tina, originally from Syracuse, NY, has a background as an interior designer, accredited stager, and even an elementary school teacher. Her staging expertise transforms homes into irresistible showcases.

"I don't just stage homes—I create a vision," Tina says. "It's about making buyers feel like they've found the one the moment they walk through the door."

Hailing from Cleveland, OH, David brings technical expertise and no-nonsense communication. With a background in construction, remodeling, and corporate leadership, he's the kind of agent who can see beyond the surface.



"Real estate isn't just about pretty spaces," David explains. "I help clients see what's possible—and sometimes, what's not. Protecting our clients is our top priority."

Together, their clients get the best of both worlds: Tina's eye for design and David's structural savvy. It's no wonder clients call them "The Dream Team" or compare them to Chip and Joanna Gaines.



A Winning Philosophy

The Kostelniks' approach to real estate is simple: it's not about the sale; it's about the people. Their focus on building relationships means they're not just helping clients buy and sell homes—they're helping them make life-changing decisions.

"Our clients get two for the price of one," Tina says with a laugh. "We're always available, whether it's showing homes, tackling listing appointments, or strategizing together. Divide and conquer is our motto!"

Their dedication has led to accolades like the Charlotte Observer Rising Stars Award and recognition as Top Producers year after year. Last year, they closed \$16 million in sales, and they're on track to reach \$19 million this year.

A Life Well-Lived

When they're not closing deals, Tina and David know how to have fun. From traveling and golfing to a competitive game of pickleball, they share a passion for making memories together. Their eight-year-old Goldendoodle, Cam, is the unofficial third member of

their team, always ready for a walk or a cuddle after a busy day.

Now, as empty nesters, the couple is on their home-buying journey, searching for the perfect downsized space. "Tina's my toughest client yet," David jokes. "She has a list of must-haves that's a mile long. I might have to fire her!"

Looking Ahead

For the Kostelniks, the future is all about deepening connections. Their greatest compliment? Client referrals. "When someone trusts us enough to recommend us to their family and friends, it's the ultimate reward," Tina says.

They're also committed to professional and personal growth and are excited to help even more clients achieve their housing dreams in the years ahead.

"Success isn't about the numbers," David reflects. "It's about the relationships we build and the lives we touch. And doing it all with my partner by my side? That's the dream."



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BOBBY & JAYME DOWNEY

Building A Brokerage, A Life, And A Legacy

Behind every successful partnership is a story of love, resilience, and a shared dream. For Bobby and Jayme Downey, those elements aren't just woven into their relationship—they're the foundation of everything they've built.

As the owners of NextHome Paramount, with locations in SouthPark and Downtown Matthews, they've spent over 20 years selling real estate and the past seven years building a brokerage that prioritizes people over transactions, culture over competition, and relationships over revenue.

It Started with a Note

Every great love story has a memorable beginning, and theirs started at Tutto Mondo's, a buzzing spot in South End where fate—and a little courage—set everything in motion.

Bobby first saw Jayme there and was instantly smitten. Rather than a traditional introduction, he passed her a note:

"Will you go out with me? Check yes or no."

She said yes.

But Bobby, convinced she was out of his league, never called.

Fate had other plans. Months later, Jayme walked into Sullivan's Steakhouse, where Bobby was bartending. This time, he wasn't letting her slip away. He upgraded his note:

"Will you go out with me? Yes, no, or maybe."

She replied, "Maybe—if you call me this time."

That call changed their lives forever.



"From our first date, we just clicked," Bobby says. "I knew she was the one."

The Heart and the Hustler

Bobby and Jayme bring a dynamic mix of energy and strategy to everything they do.



Both are second-generation real estate professionals—Bobby's parents worked in yacht and real estate brokerage, while Jayme's father was a long-time broker.

Now, they're raising two sons, Cooper (15) and West (13), who inspire everything they do.

"Our boys are the reason we work so hard," Jayme says. "We want them to see that success doesn't just happen—it's built through hard work, dedication, and passion for what you do."

The Power of Their People

Bobby and Jayme don't just build a business—they build people up.

While their success is reflected in the numbers—ranking in the top 3% of all firms in their MLS (out of almost 3,000 firms)—they'll be the first to say that those stats aren't about them.

"Our brokerage is growing because of the caliber of agents we attract," Jayme says. "Top producers who want more than just a place to hang their license—they want community, collaboration, and a brokerage that supports their success."

That's their focus for the future: cultivating an elite group of agents who align with their values and vision. The foundation they've built isn't just strong—it's magnetic.

Looking Ahead

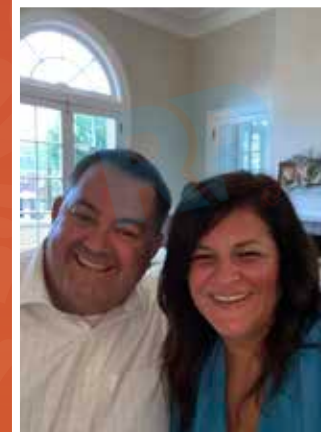
As they continue to expand NextHome Paramount, their mission remains clear: to create a brokerage where agents thrive, relationships come first, and success is a shared journey.

On a personal level, they're excited for more travel, more adventure, and more unforgettable moments with their boys.

"Real estate has given us the life we always dreamed of," Jayme says. "And the best part? We get to do it together."

Twenty-five years into their journey, Bobby and Jayme aren't just partners in business and life—they're proof that love, laughter, and a shared vision can build something truly extraordinary.

"We don't just love each other—we like each other," Bobby says with a grin. "And that makes all the difference."



Bobby, a Charlotte native known as "Fun Bobby," is the kind of person who never meets a stranger. His warmth, humor, and natural charisma make him the heartbeat of their brokerage.

Jayme, a Carolina girl with roots in Hilton Head and Duck, NC, is the strategist. With a background in event planning and hospitality, she's a powerhouse—driven, creative, and always thinking ten steps ahead.

"Bobby is the heart, and I'm the planner," Jayme says. "Together, we create a balance that works for us, our agents, and our business."

That balance has propelled NextHome Paramount into one of the fastest-growing, most respected brokerages in the region. Their "Humans Over Houses" philosophy isn't just a tagline—it's the core of their culture.

More Than a Business—A Family Legacy

Real estate isn't just a career for the Downeys—it's in their DNA.

ASHLEY & SCOTT SOFSIAN

A Match Made In Real Estate And Life



When it comes to power couples in real estate, Ashley and Scott Sofsian are the epitome of synergy, success, and shared purpose. From their early days as educators to becoming top-producing agents with Premier Sotheby's International Realty, their story is a testament to partnership—both in business and life.

A Foundation Built on Connection and Collaboration

Ashley, a spirited connector with an outgoing personality, and Scott, the calm, analytical visionary, first crossed paths in education. Both served as school principals—before life and love brought them together. They married in 2015, blending their

families and embarking on a new journey that would transform their lives.

“We met through work and quickly realized how much we complemented each other,” Ashley shares. “Scott left education to dive into real estate, and I eventually joined him after nearly 15 years in the field. Together, we’ve built something amazing—not just a business, but a life that reflects our values and dreams.”

Synergy: The Sofsian Secret Sauce

For Ashley and Scott, their success lies in the unique balance of their personalities and strengths. Ashley describes herself as loud, friendly, and a natural



Their kids are busy, with Claire highly involved at UNC-Chapel Hill, Carson excelling in tennis, Abby in volleyball, and Stella in elite field hockey. Despite their crazy schedules, Ashley and Scott prioritize family time, whether cheering from the sidelines or enjoying a family trip.

Gratitude and Grit

For Ashley and Scott, real estate is more than a career—it’s a vehicle for creating the life they’ve always dreamed of. Their approach to business is deeply rooted in gratitude, a practice they weave into their daily lives through journaling, handwritten notes, and faith-based reflection.

communicator, while Scott brings a methodical, visionary approach to the table. “We’re two solid individuals with completely different skill sets, which allows us to bring unique perspectives to every transaction,” Ashley explains.

Their business thrives on teamwork. Scott launched their real estate venture in 2014, setting the stage with unwavering discipline and consistency. When Ashley joined him in 2018, her knack for relationship-building and connecting with clients added a new dimension to their growth. Together, they’ve amassed a career volume nearing \$180 million, with 2025 projected to hit \$30 million.

“We don’t compare ourselves to other agents,” Scott adds. “Instead, we focus on internal growth and getting better year after year. That discipline is what sets us apart and ensures our long-term success.”

The Heart of Their Journey

While their professional achievements are remarkable, Ashley and Scott are most proud of their blended family. Their greatest accomplishment is raising four children—Claire (19), Carson (17), Abby (13), and Stella (12).

“We’ve worked hard to co-parent effectively and create a positive environment for our kids,” Ashley says. “It hasn’t always been easy, but seeing our children happy and thriving makes it all worth it.”

“Gratitude changes everything,” Ashley explains. “Even when things get tough—and they do—we remind ourselves how lucky we are to do this for a living. It’s not just about hitting numbers; it’s about showing up for our clients, our family, and each other.”

Another standout quality is their commitment to client relationships. The Sofsians rely entirely on referrals, a testament to the trust and loyalty they’ve built within their community. “We’re grateful every day for the people who support our business, and we show it through client events, handwritten notes, and just being present,” Scott says.

Looking Ahead

Ashley and Scott are already looking to the future with optimism and ambition. From growing their business to mentoring the next generation of agents—and possibly passing the torch to one of their children—they’re excited about what’s to come.

“Life is short,” Ashley says. “Our goal is to keep hitting milestones, making memories, and enjoying the ride. This business has given us so much, and we’re committed to paying it forward.”

With their unstoppable synergy, gratitude-fueled approach, and unwavering focus on family, Ashley and Scott Sofsian are more than a power couple—they’re an inspiration.

CHARLOTTE Real Producers' JANUARY MAGAZINE PARTY

January 14, 2025

PHOTOS BY DON ELROD

The recent *Charlotte Real Producers Magazine Party* was exceptional! Held at the beautiful CrossCountry Mortgage office, it was an unforgettable morning. We want to extend our utmost gratitude to everyone who attended—your presence made all the difference!

A special thank you to **CrossCountry Mortgage**, our event sponsor. Their dedication and stunning office space helped create the perfect atmosphere, making the event one to remember.

The day was wonderfully preserved with excellent photography by **Don Elrod**.

We trust the event provided the perfect platform for forming meaningful connections between top agents, industry leaders, and professionals. Networking in an engaging setting is key to building relationships that drive success. Thanks to your unwavering support, these events continue to make a significant impact, and we look forward to more moments of shared achievement.

Once again, thank you to all our partners, attendees, and contributors for making this celebration 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.



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