

CHARLOTTE

MARCH 2025

# REAL PRODUCERS<sup>®</sup>

A man with short brown hair and black-rimmed glasses is smiling at the camera. He is wearing a light beige jacket with a shearling collar over a dark blue sweater. He is sitting on a red leather armchair. The background is a brick wall and a wooden railing.

DOUGLAS  
CHRISTEN JR.

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Rising Star  
KARINA ROBERTS

Agent Spotlight  
TRICIA STICKLAND



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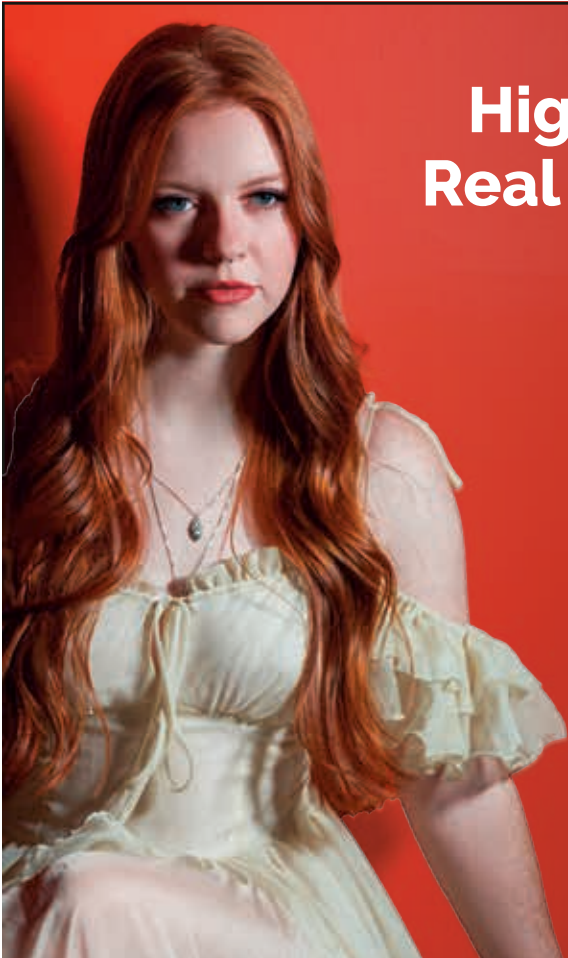


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THE KB TEAM



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# Welcome New Top Agents!

March marks an exciting time for **Charlotte Real Producers** as we officially update our **2025 Top 500 agents list**. Congratulations to the outstanding agents whose hard work and achievements earned them a place in this elite group. You should have received your **2025 Top 500 badge**, a symbol of your success and dedication to excellence.

This year also brings an important milestone for our team: **eight years in print!** What started as one community has now grown into **seven markets nationwide**, thanks to the incredible agents and partners who have supported us along the way.

As part of this prestigious network, we invite you to connect with fellow top producers at our exclusive events throughout the year:

- Spring Fling – April 8th**
- Bubbly Bingo – November 4th**
- Bonus Virtual Mastermind –** Uniting all seven markets for a powerful, shared experience in July.

Our events are designed to **inspire, connect, and celebrate** the remarkable professionals who define excellence in our industry.

As we move into spring, take a moment to reflect on your journey and the exciting opportunities ahead. **Success in real estate isn't about luck—it's about strategy, resilience, and staying open to new possibilities.**

We'd love to hear from you! If you have **feature story ideas, event suggestions**, or questions about this incredible community, feel free to reach out. **Here's to a fantastic 2025, the start of our ninth year, and many more milestones ahead—we can't wait to celebrate with you!**

**Cheers to an extraordinary year ahead!**



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





# Spring Fling



April 8, 2025 | 12-2PM | Location TBD





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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 Greater Charlotte 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](mailto: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

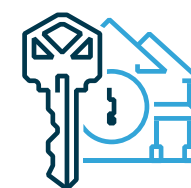
### WHAT CHARLOTTE'S TOP 500 AGENTS SOLD

## 17,114



TOTAL  
TRANSACTIONS

## \$10.9B



TOTAL  
SALES  
VOLUME



LISTING SIDE  
TRANSACTIONS

## 9,686



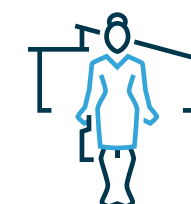
BUYING SIDE  
TRANSACTIONS

## 7,428



AVERAGE  
SALES VOLUME  
PER AGENT

## \$21.7M



AVERAGE  
TRANSACTIONS  
PER AGENT

## 34.23





# MICHAEL MESSANA

## M&M Foundation and Waterproofing

### DOING THINGS DIFFERENTLY AND WITH INTEGRITY

BY GEORGE PAUL THOMAS  
PHOTOS BY DON ELROD

Michael Messana never imagined he would end up crawling under houses for a living. A Finance and Agriculture Business graduate from NC State, he began his career in corporate management at Qdoba, thinking he was

on a stable path. But when the COVID-19 pandemic hit, everything changed. Like many others, Michael found himself suddenly out of a job. It was an uncertain time, but also one that set him on a path he never saw coming—one that would allow him to build something of his own while helping people protect their homes.

#### Finding Purpose in Unexpected Places

After being laid off from his job, Michael took a position with a large foundation repair company, eager to learn a new trade. For two years, he worked in the field, gaining hands-on experience with waterproofing basements, foundations,

and crawlspaces. But the more he learned, the more he noticed something wasn't right.



He saw how big companies prioritized profits over people, charging homeowners thousands more than necessary. Sales teams worked strictly on commission, often upselling repairs that weren't actually needed. Michael struggled with this approach—especially knowing that a home is often a family's biggest investment. He began to feel a pull in a different direction.

With a leap of faith, he decided to step away and start his own company: M&M Foundation and Waterproofing Co.

**Building a Business on Integrity**  
M&M Foundation and Waterproofing isn't about flashy sales tactics or aggressive pricing. Michael built it with a simple mission: to provide affordable, honest solutions to homeowners, realtors, and investors. His team—a close-knit group of seven who have worked together for over five years—focuses on fixing the real problem, not selling unnecessary extras.

"Every house is different," Michael says. "We approach each job as if it were our own home. If I wouldn't recommend it for my house, I won't recommend it for yours."



The process is straightforward: clients call or text Michael directly, he personally inspects the property, and they receive a detailed report with photos outlining only what's truly needed. No gimmicks. No pressure. Just solutions.

Customer trust is the foundation of M&M's success. One satisfied customer, Neil and Sunny Hunter, shared their experience:

"Michael and his team demonstrated exceptional empathy and professionalism during a stressful time for us. He took the time to answer all our questions and delivered flawless results. Highly recommend M&M!"

**A Family Man at Heart**  
Outside of work, Michael's life is grounded in faith and family. He and his wife, Madeline, have been married for four years and have two young daughters, Hadley (almost 3) and Emerson (5 months old). His motivation each day? Providing for his family while setting an example for his girls about hard work, honesty, and perseverance.

When he's not on the job, he enjoys bike rides with his family, walking their two dogs (Remi and River), hitting the gym, or unwinding at new food spots with childhood friends.

**Looking to the Future**  
Since launching M&M, Michael has seen his business double in revenue every year—not because of aggressive marketing, but because of word-of-mouth referrals and repeat customers. His long-term goal? To continue growing while maintaining the trust and personal connection that sets M&M apart. And one day, he hopes his daughters will choose to carry on the family business.

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If you are facing water damage, foundation problems, or moisture issues, M&M Foundation and Waterproofing is only a call or email away to offer genuine solutions and significant savings. Reach out to Michael Messana at [mm.foundation](mailto:mm.foundation@mm.foundation) or [waterproofing@gmail.com](mailto:waterproofing@gmail.com).





# TRICIA STRICKLAND

## *Confident and Committed*

BY GEORGE PAUL THOMAS • PHOTOS BY LARRY LAUGHTER



In the world of real estate, where every handshake is a promise and every deal a milestone, Tricia Strickland has made her mark. As a REALTOR® with Lantern Realty & Development, Tricia combines confidence, hard work, and a personal touch that sets her apart. Her clients know her as a professional and a partner in their journey—a dedicated, personable advocate who brings integrity to every transaction.

### **Beginnings and Foundation of Integrity**

Born in Portland, Oregon, Tricia's life took a defining turn when her family relocated to North Carolina at age 11. Growing up in a household where resources were scarce but values were rich, Tricia learned the power of perseverance. "Nothing was handed to me," she shares. "I had to work for everything I wanted, which instilled a strong work ethic that still drives me today."

Though she initially pursued a teaching degree, life had other plans. Tricia paused her education to focus on her family, becoming a full-time mom and homeschooling her five children for 12 years. Far from a detour, this chapter became her training ground for real estate. "Homeschooling taught me patience, adaptability, and meeting people where they are. Those lessons are invaluable when working with clients," she reflects.

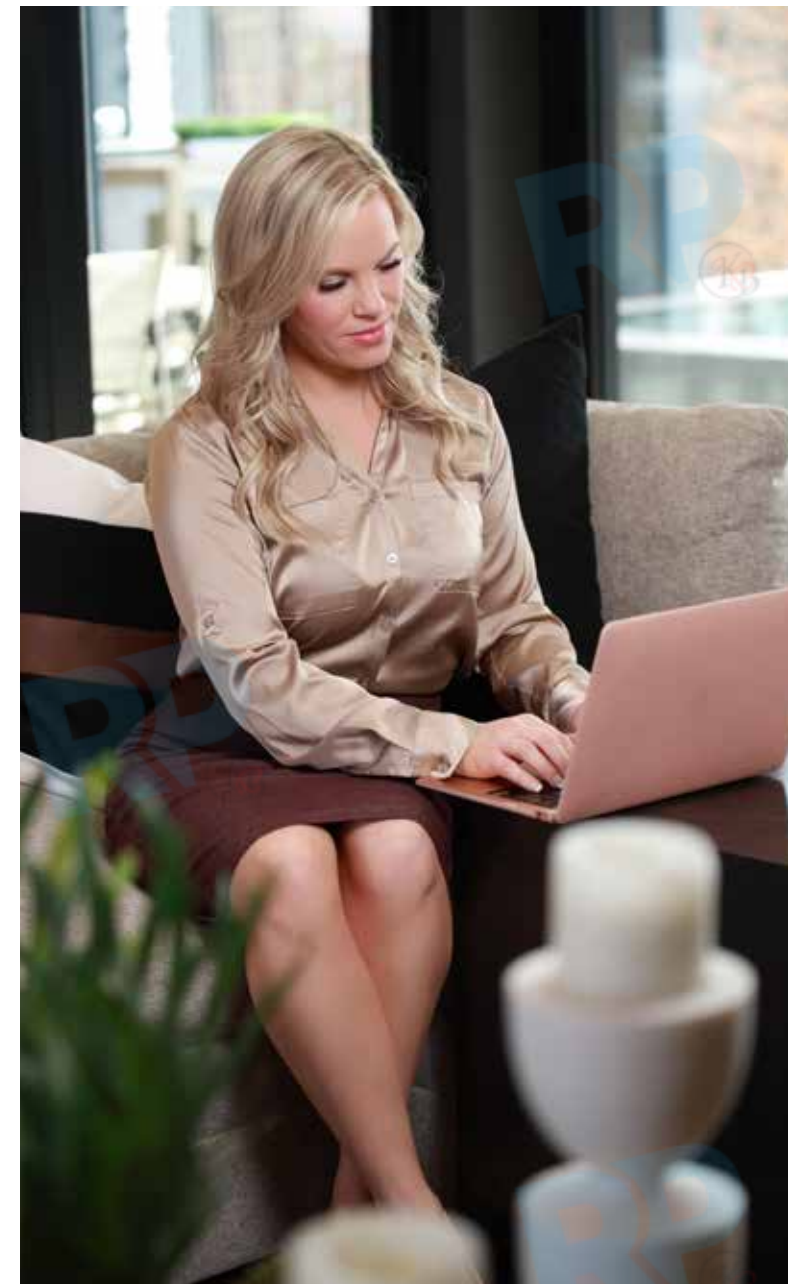
Her approach to life and business is deeply rooted in her faith and the wisdom her parents imparted: always act with integrity and prioritize others. "Donald A. Adam's quote—'To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and integrity'—is my guiding principle," Tricia says. It's a standard she upholds every day.

### **Finding Her Calling**

Tricia's real estate journey began unexpectedly in 2019, thanks to a successful businessman who saw something in her she hadn't yet recognized. "He told me I had what it takes and even paid for me to attend real estate school," she recalls. She passed her exam on the first attempt, and from there, her career soared.

What sets Tricia apart isn't just her hustle—it's her passion for making a difference. Whether it's helping first-time buyers unlock the door to homeownership or guiding seasoned investors toward lucrative opportunities, she thrives on the impact she can make. "For me, it's not just about selling houses; it's about changing lives," she says.

Tricia's role extends far beyond the traditional REALTOR® duties. Alongside her husband, Chris, she's deeply involved in real estate investments. Together, they flip houses, build new constructions, and manage a growing portfolio of short-



and long-term rentals. "We're not just building homes; we're building wealth for our family and teaching our kids how to do the same," Tricia explains.

Her expertise in home construction, design, staging, and marketing makes her a powerful advocate for her clients. "I know how to help people avoid costly mistakes. Whether it's spotting hidden issues in a property or maximizing its market potential, I'm here to make real estate work for them," she says.

As Team Lead of the Strickland Group, Tricia balances collaboration and independence. Though she primarily works as a solo agent, her leadership and results speak volumes. In 2023, she closed 57 transactions with a total sales volume of over \$16.6 million, and last year, she hit \$16.1 million in total sales.



Tricia's achievements haven't gone unnoticed. She's a two-time RoCo Gold #1 Realtor in Rowan County (2023 and 2024) and a four-time Top Agent Award winner. "I'm honored by the recognition, but it's about the people. Every award represents lives I've helped improve," she shares.

### The Heart of Her Life

When Tricia isn't closing deals, she's embracing life on her 29-acre dream property in the North Carolina countryside. Married to Chris for 16 years, the couple shares five children—Zac (17), Jake (15), Landon (14), Addi (11), and Brennan (9)—along with a menagerie of pets, including Sadie the llama, Herbert the pig, and three loyal dogs.

"Our life is busy, but it's the kind of busy we dreamed about," Tricia says. Whether traveling, cheering from the sidelines at her kids' sports events, or trying out new restaurants, her family keeps her grounded and inspired.

Tricia also finds fulfillment in giving back. From supporting local pregnancy centers to volunteering with Western NC disaster relief, her commitment to her community is as strong as her commitment to her clients.



And in case you thought you knew everything about her, here's a twist: Tricia once attended modeling school and appeared on Fox Business's "America's Dream Home." She laughs, "It's a fun part of my story, but these days, I'm more focused on helping others find their dream homes."

### Looking Ahead

The next decade holds big plans for Tricia and her family. She aims to own 20-30 rental properties, creating a passive income stream that secures their future. Inspired by quotes like, "Enjoy the little things in life, for one day you may realize they were the big things," she's determined to savor every step of the journey.

"I want my story to show that you don't have to come from privilege to achieve great things," she says. "If I can do it, so can anyone willing to do the work."

Tricia offers this wisdom for those dreaming of real estate success: "The sky's the limit, but you have to be willing to put in the effort. Real estate rewards the dedicated. There's no ceiling—just opportunity waiting for you to reach it."

With a heart full of gratitude and a mindset on growth, Tricia Strickland is proving that anything is possible with hard work, faith, and a little vision.



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# KARINA



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# ROBERTS

BY AMELIA ROSEWOOD • PHOTOS BY DON ELROD

**R**esilient. Authentic. Determined. Kind. These four words perfectly capture the essence of Karina Roberts, known to many as “The Home MatchMaker” and “La Realtor de Corazón.” From humble beginnings in Mexico to becoming one of Charlotte’s top real estate professionals, Karina’s journey is nothing short of inspiring.

## From Dreams to Reality

Born and raised in a small town in northern Mexico as the tenth of eleven siblings, Karina experienced the challenges of poverty but was surrounded by the love and hard work of her family. With the unwavering support of her father and her sister Claudia, she pursued her education and graduated as a Systems Computer Engineer in 2004. However, her passion lay elsewhere.

Determined to create a better future, she moved to a big city to seek opportunities but soon realized that IT was not her calling. In 2009, Karina took the leap of faith to start a new life in the United States with nothing but a few dollars and a suitcase filled with dreams. She lived with her sister, Claudia, in Connecticut and worked various jobs, from cleaning houses to managing a gas station. These experiences, while challenging, only strengthened her resolve. In 2011, she moved to New Jersey, where she married the father of her daughter. In New Jersey, she found joy in working as a professional nanny and caring for children.

In 2014, Karina and her family relocated to Charlotte, North Carolina, where she and her then-husband bought their first home. Two years later, after struggling with infertility, she welcomed her miracle baby, Sophia Faith, into the world. Becoming a mother was a



“It’s fulfilling to be part of something bigger—helping others achieve stability and opportunity for a better life.”

defining moment in her life, giving her renewed purpose and strength.

## A Journey into Real Estate

Karina’s entry into real estate was driven by her passion for helping others achieve homeownership. With a background as a transaction coordinator and home stager, she already had industry experience. However, it was

a pivotal life event—her decision to get a divorce—that pushed her to take the leap and become a licensed real estate agent in 2020.

“I knew I needed to make more money to support myself and my daughter. My mentor, Brittney Wall, encouraged me to get my real estate license, and I am forever grateful for her guidance.”



Since then, Karina has flourished as a solo agent at NorthGroup Real Estate. Her unwavering commitment to her clients, coupled with her transparency, compassion, and patience, sets her apart in the industry. To Karina, real estate is more than just selling homes—it is about building lasting relationships and positively impacting people's lives. Her dedication has earned her multiple accolades, including the Rookie of the Year award in 2022 at her former brokerage and recognition as a Top 10% Realtor for 2024 at NorthGroup Real Estate.

**More Than a Realtor**

Beyond her professional achievements, Karina is a mental health advocate, openly sharing her struggles with depression and anxiety to help break the stigma surrounding mental health. In 2021, she reached a breaking point but found the strength to keep going. Today, she uses her voice to inspire others to seek help and prioritize their well-being.

She is also an active member of NAHREP (National Association of Hispanic Real Estate Professionals), working to advance sustainable Hispanic homeownership. As a proud Latina and single mother, she is passionate about empowering other women, especially single moms, to chase their dreams and live boldly.



**A Business Built on Integrity and Heart**

Karina's approach to business is deeply rooted in integrity, trust, and respect. She believes in prioritizing her client's needs above all else, ensuring that they feel supported and valued throughout their home-buying or selling journey.

"I am a woman of faith. My relationship with God is very important to me. I deeply believe in the power of praying and actively cultivating a gratitude mindset. I run my business ethically and transparently, always striving to do the right thing over personal gain. My dedication to my clients is unmatched. Happy clients, happy Realtor!"

Her impressive track record speaks for itself, with 21 transactions, over \$7 million in sales volume in 2023, and last year she hit \$8 million in total sales. But for Karina, success is not just measured in numbers; it is about making a meaningful impact in people's lives.

**Family and a Life of Purpose**

Karina's life revolves around her eight-year-old daughter, Sophia Faith, who she calls her miracle baby and greatest inspiration. "Sophia is my everything—my reason for pushing forward, even on the toughest days. I love being a mom!" Karina says with pride.



Though she doesn't have family nearby, Karina is grateful to be surrounded by friends who have become family. Karina's hobbies are traveling, reading, exploring new restaurants, and having movie nights with her loved ones. "It's the simple joys that keep me grounded and happy," she says.

Karina lives by two simple yet powerful mottos: "Faith over fear" and "A grateful heart is a magnet for more blessings." These principles guide her personal life and business.

"I want to show my daughter by example that we can make our dreams come true! I can't give up because she's watching me; that's how important my decisions are," she says.

**Looking Ahead**

Karina has big dreams for the future. In the next 5 to 10 years, she envisions building her dream home, creating a successful rental portfolio, flipping houses, and mentoring aspiring agents. She is determined to achieve financial freedom while continuing to give back to the community.

Her advice to those entering the real estate industry is to "Be authentic, build genuine relationships, put your client's needs first, believe in yourself, and stay committed to your goals."



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# Douglas Christen Jr.

**Building Trust,  
Teams, And Legacy**

BY GEORGE PAUL THOMAS • PHOTOS BY DON ELROD & HURLY IMAGES

**In the ever-evolving world of real estate, Douglas “Doug” Christen has distinguished himself not just as a REALTOR® but as a mentor, leader, and advocate for his clients and team members alike. As a partner at Nestlewood Realty and a driving force behind one of the most dynamic teams in Charlotte, Doug’s journey from selling timeshares to leading a thriving business is a testament to his unwavering dedication to helping others achieve their dreams.**

“**Helping people achieve homeownership and build wealth through property felt like a natural next step.**”



“I want my clients and my team to know I’m here for them, no matter the time or day,” Doug says. “Whether it’s answering a 2 a.m. text about a Zillow listing or walking a first-time buyer through the process, I aim to be the person they can rely on. It’s about building relationships that last far beyond the closing table.”

**A Journey Across States & Industries**

Doug’s story begins in Tavares County, just outside Charlotte, where he spent much of his childhood. His professional journey took him across the country, from Arizona to Orlando, Florida, before ultimately bringing him back to Queen City.

“I’ve been in and out of Charlotte my whole life,” Doug shares. “After spending eight years in Orlando—literally in Disney’s backyard, where I could watch the fireworks every night—we decided it was time to grow our family and move closer to relatives.”

Doug’s path to real estate wasn’t traditional. He attended the University of North Carolina in Asheville and later Montreat but didn’t graduate. Instead, he built a career in sales, starting at Hilton Grand Vacations, where he sold timeshares over the phone.

“If I could sell timeshares—a product many people are skeptical of—I knew I could sell something I was truly passionate about real estate,” Doug says. “Helping people achieve homeownership and build wealth through property felt like a natural next step.”

His early experiences in sales and fitness management laid the foundation for his empathetic and relationship-driven approach. “I learned how to connect with people and understand their needs, whether it was helping them reach their fitness goals or guiding them through a significant financial decision,” he explains.

**A Calling and a Commitment**

Doug earned his real estate license in January 2018, inspired by his passion for helping others and his desire to address the gaps he saw in the industry. A



pivotal moment came when he and his wife were house-hunting in Charlotte.

“We toured two open houses, and both experiences were shocking,” Doug recalls. “One agent was unprofessional, and the other openly admitted he’d rather be playing golf. I realized the industry needed people who truly cared about their clients. That was the push I needed to dive in.”

Doug’s approach to real estate is centered on empathy, education, and unwavering support. “Some agents dismiss clients with lower credit scores or complex situations,” he says. “I see those challenges as opportunities to help. Whether it takes nine months or two years, I’m committed to guiding them every step of the way.”

His dedication has paid off. In just five years, Doug has grown his business exponentially, achieving \$37.6 million in personal production and leading a team that has closed over 430 transactions in the past 12 months.

Doug’s success extends beyond his achievements. In 2020, he began building a team, starting with just three agents. Today, his team has grown to 30 agents across two offices, with plans to expand further.

“Our team feels like a family,” Doug says. “We have a group chat where



we share everything, from jokes to updates about our kids. It’s a culture of trust and support. No one asks for money or a split to cover a showing—it’s about helping each other succeed.”

Doug’s leadership philosophy is rooted in open communication and mentorship. “I’m not a boss; I’m a coach,” he emphasizes. “I encourage my team to speak up if they have concerns because I want them to know I have their backs 100%.”

The team’s family-like atmosphere extends to its clients. “I don’t like the term ‘client’—it feels too transactional,” Doug explains. My goal is for every buyer and seller to feel like they’re my

only focus. If I’m not making them feel that way, I’m not doing my job.”

**A Personal Life Grounded in Family**

Doug’s dedication to family extends beyond his business. He and his wife, Carin, have three children: Douglas III (20), Zayn (6), and Lea (4).

“My kids are my world,” Doug says. “Whether it’s building Legos with Zayn, watching Liverpool matches with Lea, or spending weekends at our cabin in Blowing Rock, family time is everything to me.”

Carin, who holds a real estate license herself, has been a key part of Doug’s journey. “She’s incredibly supportive and has been instrumental in helping us grow the business,” he shares.

**Expanding Horizons**

Doug’s vision for the future is ambitious but grounded in his core values of trust and collaboration.

“In the next three to four years, I want to expand our operations to three or four cities, with over 200 agents and a comprehensive coaching platform,” he says. “We’re also opening a full office in Hickory within the next 90 days and exploring opportunities in Charleston.”

Beyond geographic expansion, Doug is passionate about creating a sustainable



and supportive team culture. “I see many teams grow quickly but face high turnover,” he notes. “My goal is to build a team where agents stay with us for 10 or 15 years, rooted in trust and mutual respect.”

Doug is also developing a coaching platform to help other agents build

successful businesses. “There’s a lot of training on handling leads but not enough on cultivating relationships,” he explains. “I want to fill that gap and share the strategies that have worked for me.”

For those looking to break into real estate, Doug’s advice is simple yet

profound: “Always prioritize the people you work for above everything else—your paycheck, your dinner plans, or any other distractions. Building trust and showing genuine care will set you apart.”

Doug’s journey is a testament to the power of empathy, hard work, and an unwavering commitment to others. As he continues to grow his business, his impact on the Charlotte real estate community—and beyond—is undeniable.

“I’ve been fortunate to have a second chance at life,” Doug reflects. “Real estate has given me the opportunity to help people achieve their dreams while building a legacy for my family. There’s no greater reward than that.”

With his sights set on the future and his heart rooted in his community, Douglas Christen is more than a top producer—he’s a leader, mentor, and trusted advocate.



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# CHARLOTTE Real Producers' MASTERMIND

FEBRUARY 13, 2025

PHOTOS BY DON ELROD

What an unforgettable experience at the *Charlotte Real Producers' Mastermind*! The energy was electric, and the event exceeded all our expectations.

A heartfelt thank you to our fantastic sponsors: **Daniel Jacobs with CrossCountry Mortgage**, **Nicole Cameron of Spunky Junk**, and **Preston Smith of Mahogany Premium Home Inspections**. Their generosity and support made this event a true success!

We were honored to have Alison Alston as our moderator for both panels. She skillfully facilitated discussions with an exceptional panel of our Sponsors and top Agents: **Andy Griesinger, Jackie Smith, Kristen Bernard, and Doug Christen**. All of them shared their knowledge and offered invaluable insights to the audience.

Special recognition goes to our engaging speaker, **Thomas Blackwell**, who brought pivotable knowledge to the stage, making for an educational and unforgettable experience.

A big shout out to Elrod Portraits and Lighthouse Visual for capturing the most memorable moments. We appreciate Christina Ferrell of Christina Bakes Cakes for catering the delicious snack boxes that kept us fueled and focused during our mastermind!

It takes a village to strengthen and celebrate our community, and we are beyond grateful for everyone who contributed to this memorable day. To our attendees, your enthusiasm made this event even more special. Here's to many more moments of learning, growth, and togetherness!

For more information on all Charlotte Real Producers events, please email us at [info@charlotterealproducers.com](mailto:info@charlotterealproducers.com).











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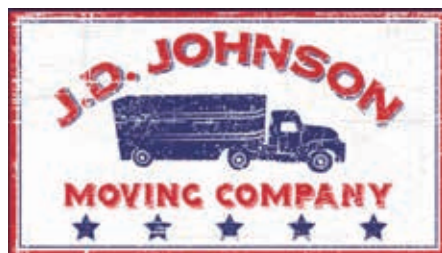
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## TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
1	Joy Hildreth	Cross Country Properties	2	\$5,650,000	1	\$5,500,000	3	\$11,150,000
2	Grady Thomas	Thomas Property Group	25	\$9,222,587	0	\$0	25	\$9,222,587
3	Ben Bowen	Premier Sotheby's Int'l	2	\$6,450,000	2	\$2,650,000	4	\$9,100,000
4	Jeana Morgan	RE/MAX Executive	1	\$2,572,500	2	\$5,920,000	3	\$8,492,500
5	Logan Abrams	Realty One Group Revolution	2	\$3,297,500	2	\$4,126,000	4	\$7,423,500
6	Stephen Scott	Realty Dynamics	6	\$6,289,000	1	\$1,000,000	7	\$7,289,000
7	Michael O'Brien	Better Homes and Gardens Real	3	\$4,889,500	1	\$2,054,500	4	\$6,944,000
8	Gina Lorenzo	Compass	2	\$4,360,000	1	\$2,560,000	3	\$6,920,000
9	LeeAnn Miller	Allen Tate Lake Norman	1.5	\$3,660,000	1	\$3,200,000	2.5	\$6,860,000
10	Jessica Babington	Trump International Realty	1.5	\$3,367,500	2.5	\$3,000,000	4	\$6,367,500
11	Dulce Delgado	Northway Realty	14	\$5,394,320	4	\$660,400	18	\$6,054,720
12	Sheryl Hallow	Corcoran HM Properties	1	\$6,000,000	0	\$0	1	\$6,000,000
13	Callie Kelly	Cottingham Chalk	0	\$0	1	\$6,000,000	1	\$6,000,000
14	Viola Brookshire	Stephen Cooley Real Estate	0	\$0	2	\$5,945,000	2	\$5,945,000
15	Susan Jakubowski	Ivester Jackson Distinctive	3	\$3,012,000	2	\$2,598,500	5	\$5,610,500
16	Drew Patel	Ram Realty	1	\$2,750,000	1	\$2,750,000	2	\$5,500,000
17	Micaela Brewer	Trump International Realty	2.5	\$4,392,500	0.5	\$1,050,000	3	\$5,442,500
18	Christy Walker	Keller Williams Lake Norman	1	\$3,425,000	1	\$1,950,000	2	\$5,375,000
19	Tiffany White	Corcoran HM Properties	1	\$650,000	4	\$4,638,000	5	\$5,288,000
20	Winnie Simmons	Dickens Mitchener & Assoc	4	\$5,203,200	0	\$0	4	\$5,203,200
21	Cathy Whiteside	Taylor Morrison of Carolinas	6.5	\$5,174,978	0	\$0	6.5	\$5,174,978
22	Kristen Bernard	Keller Williams South Park	7.5	\$4,118,350	2	\$964,750	9.5	\$5,083,100
23	Trent Corbin	Keller Williams South Park	10	\$5,030,125	0	\$0	10	\$5,030,125
24	Josh Tucker	Corcoran HM Properties	1	\$4,550,000	1	\$475,000	2	\$5,025,000
25	Paul Jamison	Keller Williams South Park	6	\$4,956,975	0	\$0	6	\$4,956,975
26	Bobby Sisk	Nestlewood Realty	7	\$4,093,500	2	\$770,000	9	\$4,863,500
27	Liza Caminiti	Ivester Jackson Distinctive	2	\$2,958,000	1	\$1,825,000	3	\$4,783,000
28	Kim Trouten	Allen Tate SouthPark	0.5	\$1,775,000	1	\$3,000,000	1.5	\$4,775,000
29	John Evans	Century 21 Lawrie Lawrence	1	\$4,699,000	0	\$0	1	\$4,699,000
30	Pam Boileau	Ivester Jackson Properties	0	\$0	1	\$4,699,000	1	\$4,699,000
31	Chelsea Hill	Southern Charm Realty & Retreats	3	\$2,055,000	2	\$2,610,000	5	\$4,665,000
32	Chloe Huang	Keller Williams South Park	0	\$0	4	\$4,663,300	4	\$4,663,300

Disclaimer: Information based on Canopy MLS closed data as of February 10, 2025, for residential sales from January 1, 2024, to March 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 Jan. 31, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
33	Jessica Martin	TSG Residential	2	\$3,342,000	1	\$1,300,000	3	\$4,642,000
34	Mary Pell Lea Teden	Helen Adams Realty	0.5	\$542,500	2	\$4,025,000	2.5	\$4,567,500
35	Jenna Lucas	eXp Realty	12	\$4,540,522	0	\$0	12	\$4,540,522
36	Amanda Bowman	Emerald Pointe Realty & Const	4	\$3,618,900	2	\$836,000	6	\$4,454,900
37	Cherie Burris	RE/MAX Executive	9	\$2,729,000	6	\$1,573,037	15	\$4,302,037
38	Lori Jackson	Ivester Jackson Properties	0	\$0	2	\$4,280,000	2	\$4,280,000
39	Scott Cervo	Ivester Jackson Properties	0	\$0	1	\$4,275,000	1	\$4,275,000
40	Gail Vogel	Keller Williams South Park	1	\$425,000	1	\$3,778,458	2	\$4,203,458
41	Rebecca Hunter	Allen Tate SouthPark	1	\$1,475,000	2	\$2,687,700	3	\$4,162,700
42	Michelle Hovey	Compass	2.5	\$2,612,500	2	\$1,450,000	4.5	\$4,062,500
43	Kelly Myers	NextHome World Class	1	\$849,300	2	\$3,200,000	3	\$4,049,300
44	Scott Sofsian	Premier Sotheby's Int'l	0	\$0	3	\$4,019,500	3	\$4,019,500
45	Lindsay Redfern	Cottingham Chalk	1	\$406,500	5	\$3,577,282	6	\$3,983,782
46	Jules King	NextHome Choice Realty	5	\$2,148,900	2	\$1,769,437	7	\$3,918,337
47	Matt Stone	Stone Realty Group	2.5	\$1,509,500	4.5	\$2,335,363	7	\$3,844,863
48	Jill Miller	Helen Adams Realty	0.5	\$247,500	1.5	\$3,487,520	2	\$3,735,020
49	Jim Bramhall	eXp Realty	1	\$1,840,000	1	\$1,840,000	2	\$3,680,000
50	Michael Klyn	Compass	2	\$2,644,000	2	\$1,027,500	4	\$3,671,500
51	Liza Sippe	Belle Properties	1	\$2,550,000	1	\$1,050,000	2	\$3,600,000
52	Dana Gibson	Realty Executives of Hickory	5	\$2,875,400	3	\$707,980	8	\$3,583,380
53	Paul Sagadin	Charlotte Living Realty	3	\$3,571,154	0	\$0	3	\$3,571,154
54	Aaron Blanton	Blanton Real Estate Group	0	\$0	2	\$3,550,000	2	\$3,550,000
55	Jim Fagan	Keller Williams South Park	2.5	\$2,050,500	1	\$1,450,000	3.5	\$3,500,500
56	Catherine Mitchell	Catherine Mitchell Realty	0	\$0	1	\$3,500,000	1	\$3,500,000
57	Nancy Zylstra	Ivester Jackson Properties	1	\$2,707,000	1	\$786,000	2	\$3,493,000
58	Chad Markel	eXp Realty	1	\$572,000	1	\$2,905,000	2	\$3,477,000
59	Mike Hege	Compass	3	\$2,875,000	0.5	\$600,000	3.5	\$3,475,000
60	John Bolos	Keller Williams South Park	7.5	\$2,333,750	1	\$1,138,675	8.5	\$3,472,425
61	Libby Offnick	RE/MAX Executive	3	\$3,452,300	0	\$0	3	\$3,452,300
62	Brady Sanford	Sanford Real Estate	0	\$0	1	\$3,450,000	1	\$3,450,000
63	Joseph Davis	Staylakenorman	0	\$0	1	\$3,425,000	1	\$3,425,000
64	Christy Howey	Corcoran HM Properties	0	\$0	2	\$3,365,000	2	\$3,365,000
65	Suzanne Roth	DRB Group of North Carolina	6	\$3,349,849	0	\$0	6	\$3,349,849
66	Debbie Pope	Century 21 Town & Country Rlty	6	\$2,206,500	3	\$1,084,000	9	\$3,290,500

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
67	David Wittman	Lake Homes Realty	2	\$1,655,000	1	\$1,615,000	3	\$3,270,000
68	Ellen Kelly	Helen Adams Realty	1	\$3,250,000	0	\$0	1	\$3,250,000
69	Mary Helen Davis	Helen Adams Realty	0	\$0	1	\$3,250,000	1	\$3,250,000
70	Maggie Laskowski	Keller Williams Lake Norman	2	\$2,855,000	1	\$373,030	3	\$3,228,030
71	TJ Larsen	My Townhome	3	\$2,420,558	0.5	\$720,279	3.5	\$3,140,837
72	Phil Puma	Puma & Associates Realty	1	\$425,000	5	\$2,691,000	6	\$3,116,000
73	Nicole McAlister	Keller Williams Ballantyne Area	5	\$2,305,630	2	\$781,000	7	\$3,086,630
74	Vicki Ford	Allen Tate SouthPark	0.5	\$1,775,000	1	\$1,299,900	1.5	\$3,074,900
75	Brandy Huffman	Huffman Realty Group	6	\$3,035,000	0	\$0	6	\$3,035,000
76	Pamela Williams	Allen Tate/Beverly-Hanks	3	\$1,752,042	4	\$1,274,000	7	\$3,026,042
77	Wendy Dickinson	Coldwell Banker Realty	1	\$567,500	3	\$2,451,000	4	\$3,018,500
78	Andres Gomez	eXp Realty	1	\$2,975,000	0	\$0	1	\$2,975,000
79	Emily Duke	Ivester Jackson Properties	1	\$2,975,000	0	\$0	1	\$2,975,000
80	Devan Kendrick	Realty ONE Group Select	0	\$0	1	\$2,975,000	1	\$2,975,000
81	Stefanie Conley	Keller Williams Great Smokies	4	\$1,679,000	4	\$1,294,500	8	\$2,973,500
82	Jamie Milam	Keller Williams South Park	2	\$1,696,000	1	\$1,253,900	3	\$2,949,900
83	Michael Doney	5 Points Realty	1	\$1,000,000	3	\$1,935,000	4	\$2,935,000
84	Ashley Pizzo	Compass	0.5	\$975,000	1	\$1,950,000	1.5	\$2,925,000
85	Michelle Rhyne	Premier Sotheby's Int'l	0	\$0	3	\$2,909,900	3	\$2,909,900
86	Jon Grigorian	Lakeshore Realty	1	\$1,450,000	1	\$1,450,000	2	\$2,900,000
87	Lisa Warren	Cottingham Chalk	3.5	\$2,887,500	0	\$0	3.5	\$2,887,500
88	Stacey Sauls	Keller Williams Connected	2.5	\$1,994,644	1.5	\$878,144	4	\$2,872,788
89	Gina Compton	ERA Live Moore	0	\$0	3	\$2,872,311	3	\$2,872,311
90	Jody Hoffman	Rinehart Realty Corporation	1	\$2,100,000	1	\$770,000	2	\$2,870,000
91	Matt Lunsford	1221 Real Estate	2	\$1,695,000	1	\$1,125,000	3	\$2,820,000
92	Rae Hoyal	eXp Realty	1	\$865,000	2	\$1,929,550	3	\$2,794,550
93	Katie Harrison	Ivester Jackson Distinctive	1	\$489,000	2	\$2,301,000	3	\$2,790,000
94	Costner Merrifield	Yancey Realty	2	\$1,230,000	2	\$1,517,500	4	\$2,747,500
95	Matthew Hanks	eXp Realty	4	\$1,724,000	2	\$1,010,000	6	\$2,734,000
96	Charlie Zylstra	Ivester Jackson Properties	1	\$2,707,000	0	\$0	1	\$2,707,000
97	Kelly Warren	ERA Live Moore	0	\$0	1	\$2,700,000	1	\$2,700,000
98	Michael Morgan	RE/MAX Executive	2	\$2,700,000	0	\$0	2	\$2,700,000

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# TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
99	Kyle Keller	Keller Williams Ballantyne Area	4	\$2,099,987	1	\$595,784	5	\$2,695,771
100	Robert McClure Jr	McClure Group Realty	5	\$1,458,400	4	\$1,228,400	9	\$2,686,800
101	Mary Lib Richards	Keller Williams Lake Norman	2	\$1,435,000	2	\$1,235,000	4	\$2,670,000
102	Sarah Corn	Allen Tate/Beverly-Hanks	2	\$1,225,000	2	\$1,429,000	4	\$2,654,000
103	Kippen Lester	Allen Tate Lake Wylie	5	\$2,631,000	0	\$0	5	\$2,631,000
104	Jay White	Keller Williams Ballantyne Area	4.5	\$2,615,500	0	\$0	4.5	\$2,615,500
105	Natalie Jinks	Coldwell Banker Realty	2	\$2,060,000	1	\$555,125	3	\$2,615,125
106	Craig LePage	eXp Realty	2.5	\$2,607,500	0	\$0	2.5	\$2,607,500
107	Sherrie Andrews	Helen Adams Realty	1	\$2,225,000	1	\$375,000	2	\$2,600,000
108	Susan Ruybal Thompson	WJHBNC	11	\$2,582,140	0	\$0	11	\$2,582,140
109	Sherri D'Alessandro	Ivester Jackson Distinctive	1	\$1,175,000	1	\$1,404,887	2	\$2,579,887
110	Tony Swainey	Keller Williams Connected	1	\$760,000	1	\$1,813,000	2	\$2,573,000
111	Kathryn Lancaster	Dickens Mitchener & Assoc	0	\$0	1	\$2,550,000	1	\$2,550,000
112	Bala Sure	RE/MAX Executive	0	\$0	5	\$2,548,000	5	\$2,548,000
113	Clark Goff	Allen Tate Davidson	1.5	\$1,172,500	1	\$1,375,000	2.5	\$2,547,500
114	Leigh Aganad	eXp Realty	1.5	\$2,215,000	0.5	\$320,000	2	\$2,535,000
115	Lori Drapeau-Rogers	eXp Realty	1.5	\$2,215,000	0.5	\$320,000	2	\$2,535,000
116	Nancy Braun	Showcase Realty	2.5	\$993,500	6	\$1,535,000	8.5	\$2,528,500
117	Vernon Jackson	Keller Williams South Park	3	\$2,516,800	0	\$0	3	\$2,516,800
118	Karen Gleason	Keller Williams Professionals	2	\$854,000	2	\$1,660,000	4	\$2,514,000
119	Dana Jenkins	TRI Pointe Homes	2	\$1,644,853	1	\$867,123	3	\$2,511,976
120	Gopal Kasarla	Prime Real Estate Advisors	0	\$0	5	\$2,503,013	5	\$2,503,013
121	Andy Griesinger	eXp Realty	3.5	\$1,191,950	2	\$1,302,500	5.5	\$2,494,450
122	Anna Granger	1st Choice Properties	3	\$1,480,000	2	\$1,010,000	5	\$2,490,000
123	Timothy Rohan	RE/MAX Executive	1.5	\$975,000	1	\$1,487,500	2.5	\$2,462,500
124	Rebecca Cullen	Keller Williams Connected	3	\$2,145,000	1	\$315,000	4	\$2,460,000
125	Ben Eige	David Hoffman Realty	0	\$0	4	\$2,443,570	4	\$2,443,570
126	Bob Bunzey	ERA Live Moore	1	\$1,350,000	2	\$1,091,950	3	\$2,441,950
127	Madhu Narla	Tech Realty	0	\$0	3	\$2,441,595	3	\$2,441,595
128	Elise Redmond	Culture Luxury Res. and Comm.	0	\$0	1	\$2,435,000	1	\$2,435,000
129	Grace Cunningham	RE/MAX Properties Plus	2	\$2,425,000	0	\$0	2	\$2,425,000
130	Tracy Cromie	Mooreville Realty	1	\$1,950,000	1	\$469,000	2	\$2,419,000
131	Brian Rogers	Redfin Corporation	2	\$1,107,400	2	\$1,303,750	4	\$2,411,150
132	Heather Yaple	Premier South	0	\$0	3	\$2,400,000	3	\$2,400,000

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
133	Jimmy Randle	Corcoran HM Properties	0	\$0	1	\$2,399,000	1	\$2,399,000
134	Mike Hosey	Trade & Tryon Realty	1	\$319,900	3	\$2,078,032	4	\$2,397,932
135	Mark Gibson	Coldwell Banker Realty	4	\$1,209,900	2	\$1,179,000	6	\$2,388,900
136	Kathryn Pearson	Cottingham Chalk	1	\$750,000	1	\$1,635,000	2	\$2,385,000
137	Karyn Porter	Premier South	2	\$1,865,000	1	\$520,000	3	\$2,385,000
138	Jean Benham	Allen Tate SouthPark	1	\$2,373,300	0	\$0	1	\$2,373,300
139	Max Morrison	Carolina Realty Solutions	1	\$384,000	1	\$1,973,866	2	\$2,357,866
140	Carol Davis	Dickens Mitchener & Assoc	0.5	\$1,750,000	1	\$591,800	1.5	\$2,341,800
141	Rob Durden	Better Homes and Gardens Real	1	\$250,000	4	\$2,084,850	5	\$2,334,850
142	Ken Riel	Compass	0	\$0	2	\$2,323,950	2	\$2,323,950
143	Savanna Moore	RE/MAX Executive	0	\$0	1	\$2,300,000	1	\$2,300,000
144	Joel Bennett	Compass	1	\$897,500	2	\$1,398,280	3	\$2,295,780
145	Julie Breedlove	Premier Sotheby's Int'l	3	\$2,293,000	0	\$0	3	\$2,293,000
146	Robin Martinez	Red Cedar Realty	3	\$2,290,000	0	\$0	3	\$2,290,000
147	Carla Agnini	Titan Realty, Inc.	1.5	\$2,277,500	0	\$0	1.5	\$2,277,500
148	Brett Dunleavy	Keller Williams Ballantyne Area	1.5	\$1,311,950	1.5	\$942,500	3	\$2,254,450
149	Cheryl Boyd	RE/MAX Executive	2	\$749,213	1	\$1,500,000	3	\$2,249,213
150	Brad Hess	Charlotte Living Realty	2	\$1,877,194	1	\$370,000	3	\$2,247,194

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# TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Jan. 31, 2025

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
151	Kevin McLemore	United Country Real Estate	2.5	\$2,237,000	0	\$0	2.5	\$2,237,000
152	Susan Hill	Savvy + Co Real Estate	2	\$1,764,000	1	\$471,850	3	\$2,235,850
153	Kim Anderson	Better Homes and Gardens Real	1	\$690,000	2	\$1,545,350	3	\$2,235,350
154	Cindy Lisiecki	Taylor Morrison of Carolinas	5	\$2,234,993	0	\$0	5	\$2,234,993
155	Josh Burnett	eXp Realty	2	\$1,667,000	2	\$554,500	4	\$2,221,500
156	Debbie Monroe	Lake Norman Realty	2	\$2,210,000	0	\$0	2	\$2,210,000
157	Kyle Scarola	Realty ONE Group Select	1.5	\$1,298,750	1	\$910,000	2.5	\$2,208,750
158	Bob Schiff	Keller Williams South Park	1	\$460,000	4	\$1,741,412	5	\$2,201,412
159	Sheena Shaw	eXp Realty	0	\$0	1	\$2,200,000	1	\$2,200,000
160	Juliet Thomas	Ivester Jackson Distinctive	0	\$0	1	\$2,200,000	1	\$2,200,000
161	Pauline Williams	Southern Homes of the Carolinas	1	\$2,200,000	0	\$0	1	\$2,200,000
162	Enrique Alzate	NorthGroup Real Estate	1	\$365,000	5	\$1,833,730	6	\$2,198,730
163	Don Gomez	C-A-RE Realty	5.5	\$2,177,500	0	\$0	5.5	\$2,177,500
164	Helen Edwards Jackson	UPSURGE Realty	2	\$845,000	3	\$1,329,693	5	\$2,174,693
165	Hayley Lewin	eXp Realty	4	\$1,670,500	1	\$499,000	5	\$2,169,500
166	Adam Martin	TLS Realty	5	\$1,749,600	1	\$399,900	6	\$2,149,500
167	Srinivas Valla	Red Bricks Realty	0	\$0	3	\$2,139,792	3	\$2,139,792
168	Carolyn Taylor	Dickens Mitchener & Assoc	1	\$1,635,000	1	\$500,000	2	\$2,135,000
169	Kranthi Aella	Red Bricks Realty	0	\$0	3	\$2,134,980	3	\$2,134,980
170	Meghan Reynolds	Compass	0.5	\$307,500	2	\$1,820,000	2.5	\$2,127,500
171	Brian Hamelink	Link Realty	5	\$2,125,750	0	\$0	5	\$2,125,750
172	Monte Grandon	ERA Live Moore	2	\$810,550	1	\$1,315,000	3	\$2,125,550
173	Sally Awad	Weichert Realtors Sally Awad	0	\$0	2	\$2,125,000	2	\$2,125,000
174	Richard Haake	Lionheart Real Estate	2	\$2,121,000	0	\$0	2	\$2,121,000
175	Sanchez Fair	Keller Williams Connected	1	\$930,000	2	\$1,180,000	3	\$2,110,000
176	Brandon Lawn	Brandon Lawn Real Estate	0	\$0	1	\$2,100,000	1	\$2,100,000
177	Lisa Ann Giovanniello	Farms & Estates Realty	0	\$0	1	\$2,100,000	1	\$2,100,000
178	Mitzi Lieberman	Allen Tate Lake Norman	0	\$0	2	\$2,096,000	2	\$2,096,000
179	Shonn Ross	Savvy + Co Real Estate	1	\$2,095,041	0	\$0	1	\$2,095,041
180	Lilliah Moseley	Redfin Corporation	1	\$460,000	2	\$1,620,000	3	\$2,080,000
181	Al Wimberly	houzRE	4	\$2,068,500	0	\$0	4	\$2,068,500
182	Mary Hansen	RE/MAX Executive	2	\$1,218,000	1	\$850,000	3	\$2,068,000

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
183	Daniel Koumou Nete	Keller Williams South Park	2	\$854,900	3	\$1,212,500	5	\$2,067,400
184	Kimberly Magette	Keller Williams South Park	2	\$1,585,000	1	\$480,000	3	\$2,065,000
185	Toby Dopfel	Compass	0.5	\$687,500	1	\$1,375,000	1.5	\$2,062,500
186	Anna Keber	Ivester Jackson Distinctive	1.5	\$2,062,500	0	\$0	1.5	\$2,062,500
187	Tony Karak	Better Homes and Gardens Real	0	\$0	4	\$2,051,635	4	\$2,051,635
188	Kristen Foxx	Coldwell Banker Realty	0	\$0	2	\$2,051,000	2	\$2,051,000
189	Alison "Al" Strickland	Carlyle Properties	0	\$0	1	\$2,042,000	1	\$2,042,000
190	Greg Martin	MartinGroup Properties	2	\$300,429	5	\$1,740,700	7	\$2,041,129
191	Kelly Meyer	Vessel Realty	3.5	\$2,038,400	0	\$0	3.5	\$2,038,400
192	Karen Brunelle	Keller Williams Connected	0.5	\$606,250	1	\$1,425,000	1.5	\$2,031,250
193	Jill Moyer	Redfin Corporation	6	\$2,030,400	0	\$0	6	\$2,030,400
194	Brooke Parrott	Allen Tate/Beverly-Hanks	1	\$896,394	2	\$1,124,807	3	\$2,021,201
195	Alli Buchanan	Dream Mountain Realty	0	\$0	6	\$2,020,900	6	\$2,020,900
196	Christy Bradshaw	Call It Closed International	2	\$1,625,000	1	\$395,000	3	\$2,020,000
197	Amy Robinson	Southern Homes of the Carolinas	2	\$882,500	2	\$1,130,738	4	\$2,013,238
198	Lucy Mullane	Keller Williams Ballantyne Area	1	\$745,000	1	\$1,265,000	2	\$2,010,000
199	Steven Custer	eXp Realty	2	\$996,000	2	\$1,012,000	4	\$2,008,000
200	Mary Smith	Rock Barn Realty	2.5	\$1,382,500	1	\$620,000	3.5	\$2,002,500

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