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Partner Spotlight  
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At *Cherokee County Real Producers*, we are honored to celebrate the top-performing real estate professionals and trusted partners who continue

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As we reflect on our nation's history, may we never lose sight of the blessings of freedom, the importance of service, and the responsibility we share to lead the next generation with courage, gratitude, and grace.

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*Denny Faircloth*  
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2025 REALTOR® OF THE YEAR:

*meet* **MIKE STOTT**

STORY BY ELIZABETH MCCABE  
PHOTOS BY VISUALLY SOLD

*He's Been In  
Real Estate  
Since 1980!*

*The offer Mike Stott received from Hewlett-Packard was \$40,000 a year. "They offered to move me from Hawaii to Dallas for \$40,000 a year," he recalls. Although the offer might seem hard to pass up, given that it's about \$160,000 in today's dollars, Mike had a more savvy plan. "I had sold real estate in the summer and made \$32,000 in three months," he says. Choosing real estate made sense, especially because his parents had started a company a few years before. Mike joined them and continued to work with them for more than two decades.*

When he moved to Atlanta, he started from scratch. Why did he move? "We had five children, and we were not going to find jobs to stay in Hawaii," he quietly shares. Now six of his eight grandchildren live within 30 minutes of him. Mission accomplished.

"I still miss the ocean, the food, and a few people I grew up with who still live there," he comments about leaving

Hawaii. His childhood was filled with sailing, scuba diving, snorkeling, and boogie boarding. He even played basketball in high school with Barack Obama at Punahou.

Mike is rooted in real estate. "Real estate has been my whole life," he smiles. Even decades later, he remains energized and excited about helping his clients buy and sell homes. "You have to keep learning," he points out. "You can't rest on your laurels." When he started, he didn't have access to MLS, a pager, or a cell phone. Everything was slower, more personal. "People had index cards," he shares. Think Rolodexes filled with scribbled notes.

Despite everything that has changed over the years, Mike will tell you the secret hasn't. "Consistency," he reveals. "You just show up every day." He sees no substitute for hard work and building genuine relationships. He calls people when he says he will; checks in years after a sale; and remembers clients' names, what's going

on in their lives, and what matters to them. He holds on to the details that make a difference. He cares, long after the deal is done. "Our job isn't to get people to buy or sell," Mike says. "It's to help them make good decisions." Sometimes, that help means telling someone not to sell. Or not to buy. People don't forget that kind of honesty.

Real estate hasn't been easy, however. Mike will never forget the year when everything fell apart, but it made him the man of character and courage that he is today.

#### **Refusing to Quit**

In 2009, life unraveled for Mike. An investment he and his wife, Donna, trusted in collapsed. More than a million dollars was gone. At the same time, properties they owned were dropping in value, and loans were due. "We had to move into a rental for the first time," Mike notes. That moment could have broken a lot of people. For Mike, it clarified everything. "We looked at



each other and said, “What do we need to do to fix this?” he recalls. No blame. Just a decision to move forward. “I knew I was with the right person,” he adds. “It was ride or die.”

He and Donna, both in the real estate business for over four decades and married for 34 years, rebuilt everything together. And if anything, that season made them stronger.

Over time, Mike continued to rise in the industry, serving as a GAR State Director since 2023 and earning REALTOR® Emeritus status. He regularly attends GAR and NAR conferences, contributes to RPAC at major investor levels, and has earned an extensive list of designations, including CRS, ABR, CCIM, GRI, SRS, SRES, AHWD, and C2EX. He was a national trainer for the ERA franchise and the Mike Ferry Organization and was a Certified Professional Coach to hundreds of agents for over 15 years.

Accolades are nice, but Mike’s purpose is people, not properties. He has sold thousands of homes, but ask him what matters most, and he’ll talk about something simpler. He’ll discuss conversations, being available when someone isn’t sure what to do next, and helping people think through

decisions that will impact their lives in a real way. “You can’t take it personally,” he says. “Sometimes you do everything right and they still go a different direction.” And he’s OK with that.

#### **What’s Next?**

At 63, Mike has no plans to slow down. “I still enjoy what I do,” he stresses. “I still have the energy.” Outside of work, he’s found new ways to stay active, especially after battling melanoma multiple times and dealing with the physical challenges that came with it. “I swim now,” he says. In 2025 alone, he logged more than 365 miles in the water. He and Donna also make time for travel, whether visiting family or tackling new adventures.

Amid the ever-evolving landscape of AI, Mike remains grounded in what he knows will never change. “I have no fear of AI replacing us,” he says. “Buying or selling a home is one of the biggest moments in someone’s life. People need to work with someone they know, like, and trust.” That truth has guided him for more than 40 years and is how he still shows up. He still does the work. He still picks up the phone. He still cares. And that, more than anything, is why Mike Stott was named the Cherokee Association’s 2025 REALTOR® of the Year. ▀

“

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WHAT I DO.

*I still  
have the  
energy.*”



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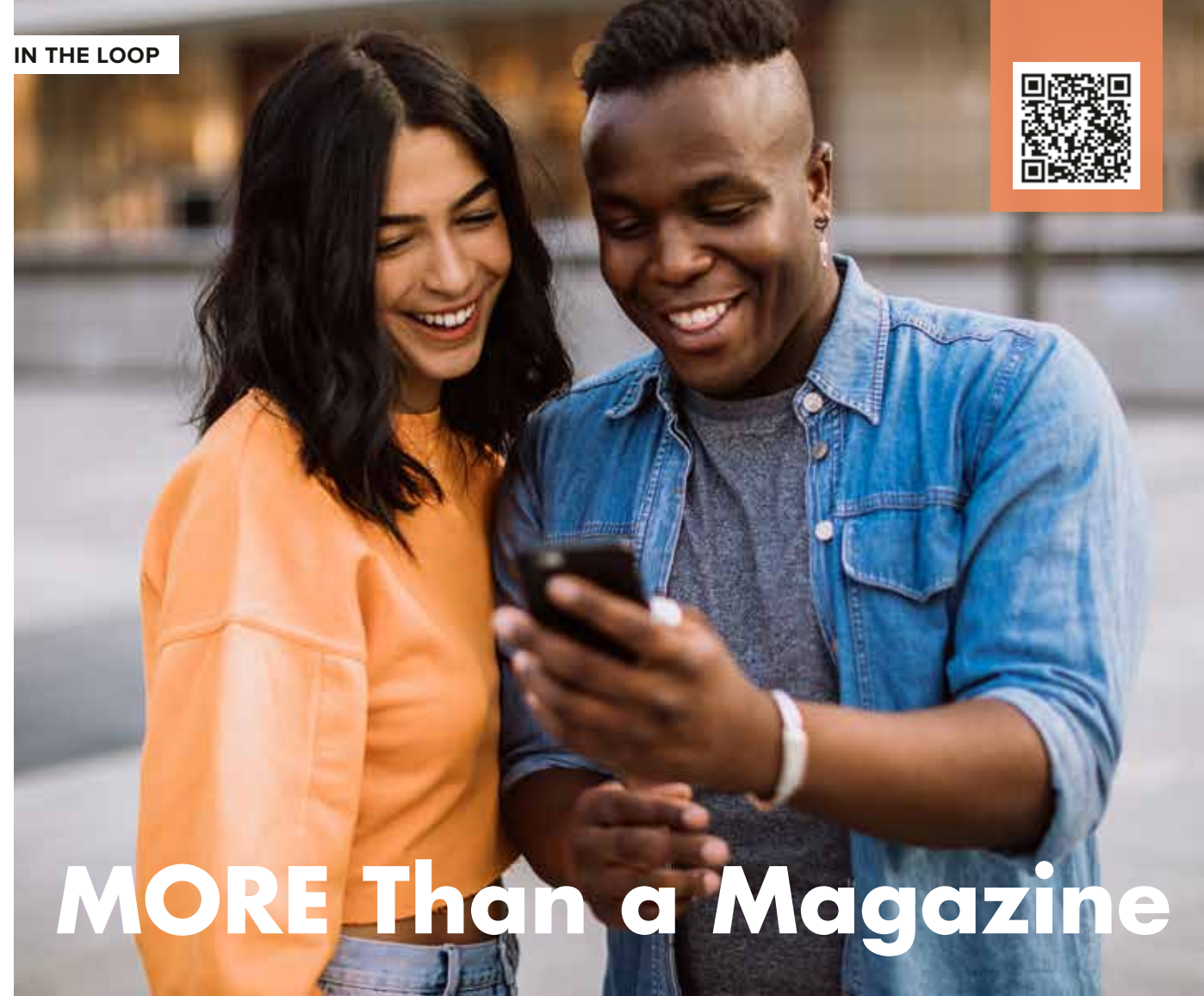
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*Kerri  
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STORY BY  
ELIZABETH MCCABE  
PHOTOS BY  
VISUALLY SOLD



**A**fter 37 years of working at a pediatrician's office—managing doctors, staff, schedules, and patient care—Kerri Beaulieu knew she was ready for a change. In 2023, she helped her in-laws transition into assisted living, and she seriously considered switching gears to real estate.

“All of my sisters have been in real estate at one time or another,” Kerri shares. In 2024, she decided to take the leap herself. Real estate wasn't entirely different from her previous job. “Managing a pediatrician's office taught me to lead with empathy and help people,” she shares. Now, instead of helping sick patients, she takes care of clients' needs.

Kerri followed in the footsteps of her sister, who had been in real estate for over 34 years. Her sister told her, “You should do this. It would free up some time and give you flexibility.” Taking the advice to heart, Kerri took classes at night after work.

“Earning my real estate license was one of the hardest things I've done since giving birth to

twins 33 years ago,” Kerri shares with a laugh. “I retired from my job and went to school to receive face-to-face instruction.” It paid off, and Kerri earned her real estate license.

Her previous job prepared her thoroughly for her second career. “In the medical world, people would turn to me for everything,” she explains. “I was also my mother-in-law’s caregiver and managed everything she needed.” Managing multiple responsibilities comes naturally to Kerri, who is a helper by nature.

Kerri also knows how to tackle challenges. In 2024, just six months into her new career, she was diagnosed with kidney cancer, but it didn’t faze her. “I’m a second-time cancer thriver,” she points out. “I push forward and do what I have to do.” She previously beat breast cancer in 2010 and got through it with flying colors. Her new brokerage, Path & Post Real Estate, has been steadfast in helping and covering for her. “Just take your time,” they told her. Now, Kerri has one kidney, which compensates beautifully for the other. “I call my kidney Kevin,” she reveals with a chuckle. “It’s just like the *Home Alone* movie, where he was left to take care of himself.” Kerri treats her solo kidney with tender loving care.

#### **Caring for Clients**

“Real estate has been good,” Kerri reflects. “I’m with a great team that shows me how to nurture and follow up with leads. Building

trust comes naturally to me. In my previous role, doctors relied on me for everything.” Kerri became adept at caring for parents, patients, providers, and kids, who knew they could trust her.

Real estate, however, is a whole new world, and Kerri had to learn rules, laws, statistics, and more. She has also learned to connect specifically with her clients, especially those going through different phases of life. “There is a real reason they are selling and buying a home,” she states. “I get to know first-time homebuyers and seniors who are moving for their own personal reasons. I like to hold their hands through the process and talk them through it. That’s what I’m there for.”

Beyond guiding clients throughout their transactions, Kerri puts people at ease. “I let them know I am an average Joe just like they are,” she says, smiling. “It gets rid of their scary jitters.”

The best advice Kerri ever received, which came from her sister and family, is, “Don’t doubt yourself. You are better than you think.” Kerri knows she can do anything she wants. She adds, “Pursue it. Push through it. It’s OK to ask for help. You will be better for it.”

#### **Living a Wonderful Life**

When not helping clients, Kerri enjoys living a carefree life, taking motorcycle rides with her husband, Michael. “We try to go away for the weekend when we

can find the time,” she says. “It’s a great way to relax and unwind from the demands of real estate.”

They also enjoy volunteering for the Georgia Alliance for Breast Cancer on the moto crew. “We support participants as they walk 30 miles over two days,” explains Kerri. She and Michael dress up in pink outfits, keep the walkers motivated, and play music on their bikes. “We are their support squad,” she smiles.

Kerri credits Michael, an automotive technician with 37 years of experience, for his faithful support. “He’s my biggest supporter,” she raves. “We’ve been through a lot together.” Between them, they are blessed with 33-year-old twins, Kaylee and Kyle. Kerri also has a bonus daughter, Emily. Her oldest son, Andrew, has his real estate license, although he hasn’t pursued the career professionally. Let’s not forget Kerri’s two adorable grandchildren, Axel and Olivia, who are the light of her life.

#### **The Future Is Bright**

Looking ahead, Kerri isn’t slowing down anytime soon. At 62, she’s just getting started. “I want to continue the momentum for the next several years,” she comments. “This team has been an incredible support system, providing training, coaching, and encouragement along the way.”

She’s also focused on growing her presence in the community by attending events, expanding into surrounding counties, and staying connected to what matters most. “I want to dive in and find someone who needs my help the most today,” she shares. Her heart to help others, coupled with her kindness and compassion, has made her a natural in real estate. ▀

“

*I want to dive in and find someone who needs my help the most today.”*



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## GROUP

### How Sharon C. Wofford Turned a Childhood of Constant Change Into a 45-Year Mortgage Career

STORY BY ELIZABETH MCCABE  
PHOTOS BY VISUALLY SOLD



Most people spend their lives trying to avoid moving. Not Sharon C. Wofford. She couldn't wait to pack up her things.

As the daughter of a Navy pilot, Sharon moved nearly 20 times growing up. New house. New neighborhood. New school. New friends. Then she'd do it all over again. Most kids would have hated constantly starting over. Sharon saw it differently. "I absolutely loved moving," she says.

Ask her where she grew up, and the answer isn't simple. Puerto Rico. Virginia. Georgia. Plenty of places in between. By the time most children were figuring out their hometown, Sharon had already lived more places than many adults ever will. Her favorite was Puerto Rico. For four years, the ocean sat right behind her house. Her backyard ended at a cliff overlooking the water. She spent her days snorkeling, sailing, water skiing, and soaking up every minute of island life. "It couldn't have been any better," she shares.

The constant moving taught Sharon something she still uses every day. When you've lived everywhere, you learn how to talk to everyone. "You come to understand a lot of differences in the people you meet, which makes relating to people easier," she notes. That ability would serve her well later in life.

Long before mortgages entered the picture, Sharon was

fascinated by houses. In fact, she can still remember a home her parents built when she was a child living in California. "I must have been in the second grade, and my parents were having it built in Virginia Beach," she recalls. "A REALTOR® sent Polaroid pictures every week of the progress of the house. I became very interested in houses, even at that age," she says. Decades later, she can recall the exact price—\$27,000 in 1971—for which the house was sold. It sold again for \$35,000 in 1972. Four years later, it was worth \$84,000.

Somewhere along the way, real estate got into Sharon's blood. "I knew that's what I wanted to do," she says. Initially, she wanted to be a pilot like her father. When she learned she was deaf in one ear, that dream disappeared. So she found a new challenge: computers. Back in the early 1980s, when computers were still unfamiliar to many people, Sharon was teaching herself programming languages and designing mortgage systems. She worked all day as a loan officer and attended school at night. While other people were relaxing after work, Sharon was sitting in class. "I loved computers," she says.

She also loved mortgage lending, especially the math, problem-solving, and constant challenges. When graduation came, Sharon had to decide whether to pursue a career in technology or stay in mortgages. Mortgages won. Forty-five years

CONTINUED ►

“ I can learn something from everyone. ”

later, she's still going strong. "I've never been bored," she states. Not once. For Sharon, every loan is different. Every borrower brings a different story, a different challenge, and a different set of goals. "It's like working a puzzle," she comments.

Times have certainly changed over the last four decades. When Sharon started, there were no credit scores. No automated underwriting systems. No software making decisions. "I had a calculator and a pen," she laughs.

Today, technology is moving faster than ever. Sharon is running toward it rather than away from it. As part of River Rock Group and Success Mortgage Partners, she works for a company committed to staying ahead of industry trends and helping clients navigate an increasingly complex world. "AI isn't going to replace loan officers," she stresses. "But loan officers who use AI effectively will replace those who don't."

Even with all the technology available today, Sharon believes the most important part of the business hasn't changed. People still want exceptional customer service, starting with someone they trust—someone who explains things clearly and genuinely cares, which is part of what makes her partnership with her daughter, Katherine France, so special. Together, they bring two generations and two perspectives, helping their clients feel confident throughout



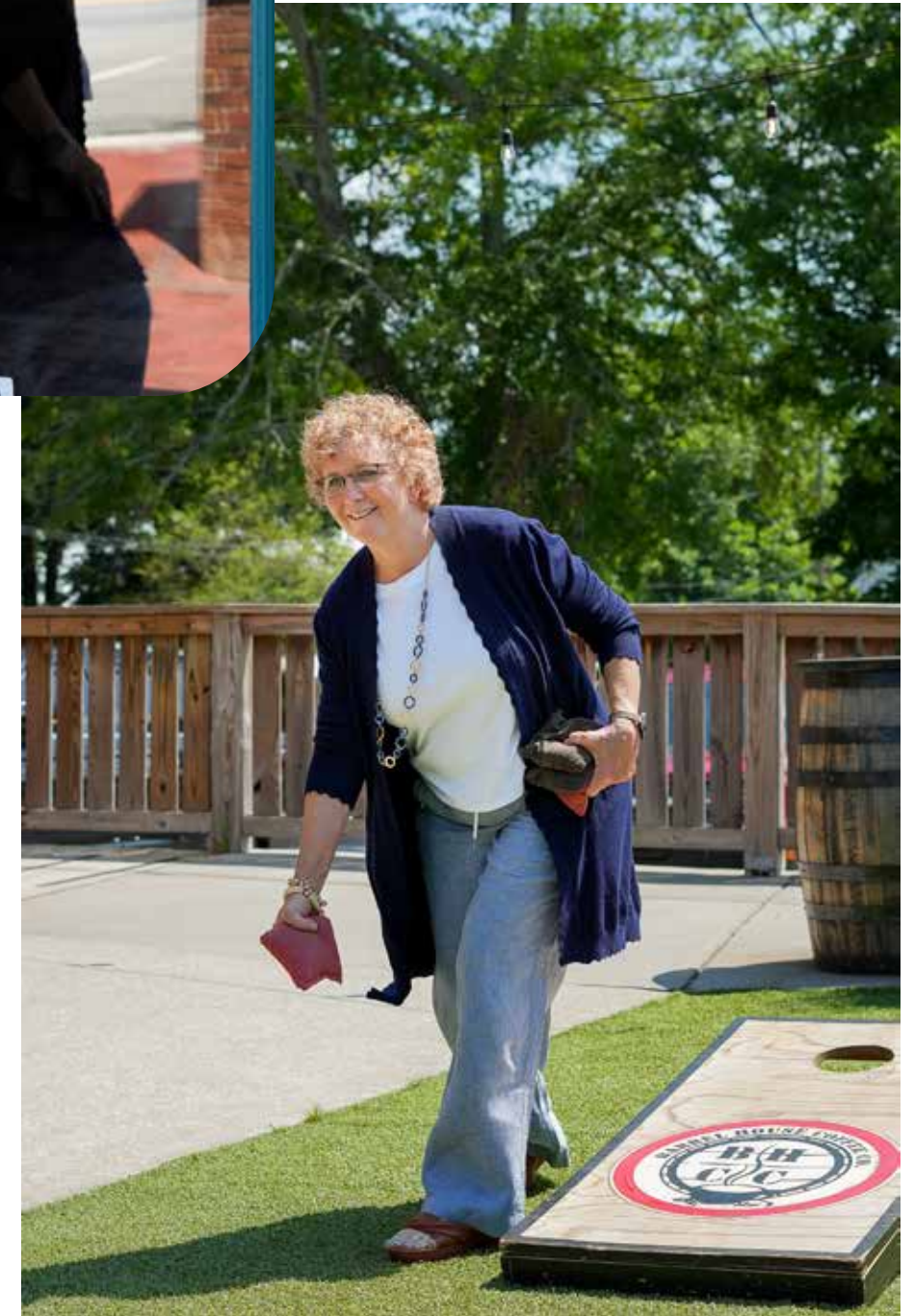
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the mortgage process. Twenty-six percent of their business comes from past clients and referrals, which speaks volumes about their level of customer satisfaction.

Outside of work, Sharon stays busy cheering on Georgia football, competing in cornhole leagues and tournaments, and serving through the Rotary Club of Jasper. "It's service above self," she points out.

She also continues learning. After 45 years in the industry, she still works with two business coaches and looks for ways to improve. "I can learn something from everyone," she comments. That may be one reason she has done so well over the years: she still approaches life with the same curiosity she had as a little girl waiting for those Polaroid photos to arrive in the mail.

Some people spend their lives searching for where they belong. Sharon found it helping others find home.





# ALL ABOUT CHEROKEE REAL PRODUCERS

**Q: Who receives this magazine?**

**A:** The Top 300 agents across the region, ranked by sales volume. Our preferred partners also receive both print and digital copies. With thousands of agents in the state, being in this elite group is a distinction that reflects your hard work, talent, and dedication to excellence.

**Q: Do real estate agents have to pay for magazines or events?**

**A:** No. The magazine and events are free to agents, thanks to the preferred partners who advertise.

**Q: What kind of content do you feature?**

**A:** We share personal, unique, inspiring stories about agents, brokers, leaders, and community members. Feature stories cost nothing. We highlight real stories about top producers and are always accepting nominations. We will consider anyone you bring to our attention because we don't know every story, and we rely on your help to learn about them.

**Q: Who are our partners?**

**A:** Businesses listed as preferred partners in the front of the magazine help support and sustain

this community and play an essential role in it.

These partners are top professionals in their industries, appear in every issue, and attend our events. Agents like you have recommended many of our partners. Our goal is to create a powerhouse network of the best REALTORS® and affiliates in the area so we can grow stronger together.

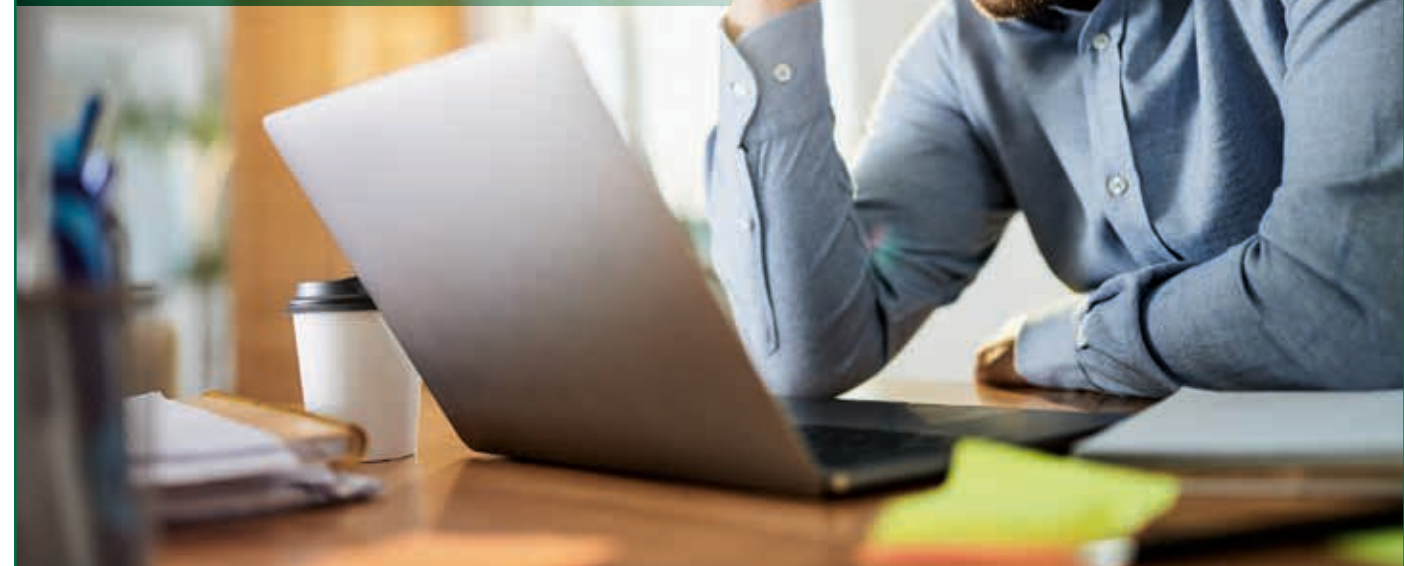
**Q: What kind of events does Real Producers have?**

**A:** In addition to publishing and distributing the magazine, we host events exclusively for this community. These gatherings bring together top agents and partners at local venues to connect, share ideas, strengthen relationships, and grow their businesses. We'll share event details through the magazine and on social media. Stay tuned for what's next.

**Q: How can I recommend a business or feature story?**

**A:** If you would like to nominate a top-producing real estate professional for a feature story, recommend a top-notch business, contribute to the magazine, or connect and network with our community, please email [denny.faircloth@n2co.com](mailto:denny.faircloth@n2co.com).

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# The Appraisal Panel

## Why the Appraisal Panel Matters

When people think about getting a mortgage, they usually focus on the interest rate, down payment, and monthly payment. Those are important. But one part of the process that rarely gets talked about, and can have a big impact on how smoothly a deal moves, is the appraisal panel.

The appraisal panel is the group of approved appraisers a lender can use for purchases and refinances. It may sound like a behind-the-scenes detail, but it matters more than most buyers, sellers, and even some agents realize.

The appraiser provides an independent opinion of the home's value. If that value comes in where it should, the loan keeps moving. If it comes in low, or if the report raises questions, the transaction can get more complicated very quickly. That is why having access to a strong appraisal panel matters.

A strong panel helps in a few important ways.

### Local market knowledge

Real estate is local. Home values can shift from one neighborhood to the next, even within the same city. You want appraisers who understand the area, the sales trends, and how buyers are actually behaving in that market.

### Better turn times

Not every delay can be avoided, but panel strength matters. If a lender has weak coverage in a certain area, it can take longer to get the appraisal assigned and completed. A solid panel helps keep the transaction on schedule.

### More reliable reports

Experienced appraisers tend to provide clearer, better-supported reports. That can reduce the chances of extra underwriting questions and help avoid unnecessary back-and-forth late in the process.

## Coverage for unique properties

Some homes are straightforward. Others are not. Rural properties, large acreage, custom homes, and higher-end homes often need an appraiser with the right background and market experience.

Sometimes the issue is not that the appraiser is bad. It is simply that they are not the right fit for that property or area. When that happens, it can lead to delays, extra conditions, and more stress for everyone involved.

Most people will never ask about the appraisal panel, and that is okay. It is our job to think through the details that can affect your timeline and your closing. The appraisal panel may not be the most visible part of the mortgage process, but it is one of those behind-the-scenes factors that can make a real difference when it matters most.



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## THE PACIFIC PROMISE: MORE THAN A CLOSING

A real estate closing may mark the end of a transaction, but at Pacific Law Group, it represents something far more meaningful. It is the result of trust, preparation, care and it deserves more than a purely transactional approach.

That belief is known as The Pacific Promise.

At Pacific Law Group, the promise is simple: to provide more than just a closing — an experience. An experience built on professionalism, innovation, and a genuine commitment to the people behind every deal.

That experience begins with Patience and Attention to Detail. From the moment a contract is submitted, the team carefully reviews each file, anticipating issues before they arise and guiding clients and agents through the process with clarity and confidence.

The Pacific Promise is also rooted in Care. Buying or selling a home is a major life moment, and Pacific Law Group is intentional about creating a closing environment that feels supportive, calm, and well-managed, not rushed or stressful.

While the approach is personal, the process is powered by Innovation. Pacific Law Group utilizes modern closing technology that allows for secure client interaction, real-time updates, and transparent communication throughout the transaction. Buyers, sellers, and agents can easily track progress and access documents every step of the way.

Throughout the process, clients work with a dedicated pre-closer and closer who lead with Friendliness and Accessibility. The firm's attorneys and staff are known for being responsive, approachable, and easy to reach, ensuring communication never becomes a barrier to closing.

At the foundation of it all is Impeccable Legal Work. Pacific Law Group's experienced closing attorneys bring deep knowledge and proven systems to every transaction, ensuring deals are protected, compliant, and professionally executed — even when challenges arise.

And ultimately, the promise is fulfilled by doing what matters most: Closing the Deal.

Pacific Law Group is proud to serve as **Your Neighborhood Closing Firm**, committed to strong relationships with local agents, clients, and the communities they serve. Because a great closing doesn't just finish a transaction, it builds trust and lasting partnerships.



Justin Pacific, Owner





### THE PACIFIC PROMISE

- P** PATIENCE
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