

CHARLOTTE

JUNE 2026

REAL PRODUCERS[®]

JAY WHITE

Building
Wealth
Through
Vision And
Partnership



Rising Star
KYM GALLO

Agent
Spotlight
**BRITTANY
OSBORNE**



Partner
Spotlight
**TERRY
HAMMONS
& NATALIE
HAMMONS**
HOMEstretch CLT

CONNECTING. ELEVATING. INSPIRING.

NOT YOUR AVERAGE PLUMBER

TRUSTED. RELIABLE. LOCAL.



QUESTION...

**DO YOU AGREE THAT THE
BEST AGENTS DESERVE THE
BEST CONTRACTORS?**

“ We agree, so store our number &
call when you need us.” - John G.



**SHOWROOM QUALITY
INSTALLATION**



**0% FINANCING
FOR UP TO 2 YEARS**



**LIFETIME LEAK-FREE
WARRANTY**



**LOW PRICE
GUARANTEE**

TEXT OR CALL



JOHN GALLAGHER

Owner, Water Heater Experts

704-413-7777

WaterHeaterExperts.com



WANT TO STAND OUT IN Crowded Market?

YOU NEED MARKETING THAT ACTUALLY WORKS

Let's be real — the real estate market isn't about printing flyers anymore. It's all about your online presence. Every year, social media becomes more important for staying relevant and getting noticed.



MLS Photography
High Engaging Cinematic Reels
Branding Content
Custom Property Website
Drone Photography
Drone Videography



FOUR HORSEMEN
MEDIA

@four.horsemen.media

(704) 832-4498

contact@fourhorsemenmedia.com

Modern Marketing For The Modern Agent

Contents

TO VIEW OUR MAGAZINE ONLINE, VISIT
CHARLOTTE REALPRODUCERS.COM OR
SCAN THIS QR CODE.



Jay White **34**
COVER STORY



16

Terry Hammons & Natalie Hammons



IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet The Team
- 12 Publisher's Note
- 16 **Partner Spotlight:** Terry Hammons & Natalie Hammons HOMEstretch CLT
- 22 **Agent Spotlight:** Brittany Osborne
- 28 **Rising Star:** Kym Gallo
- 34 **Cover Story:** Jay White
- 38 **Event Recap:** May Mag Party
- 41 **Top 200 Standings**

PROFILES



28 Kym Gallo



22 Brittany Osborne

If you want to nominate someone to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.

REAL ESTATE MEDIA SOLUTIONS

LIGHTHOUSE
VISUALS

FIRST TIME CLIENT SPECIAL

FIRST TIME CLIENT SPECIAL INCLUDES:

- Matterport Virtual Tour
- Floor Plan
- HDR Photos
- 2 Virtual Twilight Images
- Drone Photos

BETTER VALUE QUALITY LISTINGS

VIEW ALL SERVICES

(704) 251-6422 | info@lighthousevisual.com

AWARD-WINNING

AND ACCREDITED HOME STAGERS

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

Schedule an estimate, or book our services today!

Preferred Partners

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

ATTORNEY

Galbreath Costner, LLC
(980) 219-7637
GalbreathCostner.com

Lane Law, PLLC
(980) 880-6824
LaneLawClosings.com

Paladin Law
(980) 216-8750
PaladinLawNC.com

Southern Law Group
(704) 247-8325
SouthernLawgrp.com

BUILDER

Epcon Communities - Charlotte and Atlanta
Amy McCormick
(704) 290-9341
Epconcommunities.com/epcon-charlotte-nc

Mungo Homes
(980) 252-7755
Mungo.com

Rock Spring Builders
(704) 840-0923
BuildRockSpring.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

COUNTERTOPS

Universal Stone
(704) 202-4477
UniversalStoneNC.com

DUMPSTER RENTALS

Disposal Pro
(980) 297-3841
DisposalProServices.com

EDUCATION

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

FENCING

704 Fence Co.
(704) 534-0781
704FenceCo.com

FLOORING

Hughes Floor Covering
(704) 372-7486
HughesFloorCovering.com

REO Flooring Solutions, LLC

(704) 821-1133
REOFlooringSolutions.com

FOUNDATIONS & WATERPROOFING

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

HANDYMAN

Task Tacklers
(704) 785-1316
TheTaskTacklersNC.com

HOME INSPECTION

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

Mahogany Premium Home Inspections, LLC

(704) 883-5053
MPHInspect.com

Queen City Home Inspections

(704) 890-5700
QueencityHomeInspections.com

HOME INSPECTION & CONSTRUCTION

HomeCloud
(984) 985-2178
GetHomeCloud.com

HOME PREPARATION SERVICES

HOMEstretch - Charlotte
(216) 367-7551
www.home-stretch.com/charlotte

HOME WARRANTY

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

INSURANCE

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

Community One Insurance

Zach Ligon
(704) 246-6500
CommunityOneInsurance.com

Goosehead Insurance

(704) 649-4092
Goosehead.com/Lyla-Rudder

NC Farm Bureau

(703) 405-4917
NCFBins.com/kate.mcgee

INTERNET SERVICE PROVIDER

Better Connect powered by S.V.G
(704) 574-8813
ISP.BetterConnect.ai/Preferred-Partner

LUXURY HOME BUILDER: DESIGN & BUILD

Paragon Homes of Charlotte, Inc.
(704) 207-4685
ARHomes.com/Builder/
Paragon-Homes-of-Charlotte-Inc/

MORTGAGE

CrossCountry Mortgage
Daniel Jacobs
(704) 703-6864
Daniel.Jacobs@ccm.com

Grand Line Lending

Brittney Morris
(814) 853-3325
GrandLineLending.com/Brittney-Morris/

Primis Bank

Marina Moreno
(704) 352-7356
Mortgage.PrimisBank.com/
find-a-mortgage-banker/Marina-Moreno/

The Meadows Team at Movement Mortgage

Reagan Gulotta
(631) 566-8496
Movement.com/lo/Reagan-Gulotta

The Taylor Division of Alcova Mortgage

Chris Taylor
(704) 791-7329
Alcova.com/branch/Charlotte-Taylor/

MOVING / STORAGE

Hilldrup
(704) 231-5582
Lisa.Rhead@hilldrup.com

Miracle Movers Charlotte

(704) 275-3053
MiracleMoversUSA.com

Moving with Purpose Movers

(980) 331-4353
MWPMMovers.com

Reign Moving Solutions

(704) 298-2289
ReignMovingSolutions.com

PAINTING

That 1 Painter North Charlotte - Hickory
(704) 312-2825
That1Painter.com/North-Charlotte-Hickory/

PHOTOGRAPHY

Elrod Portraits
(803) 367-3478
ElrodPortraits.com

PHOTOGRAPHY & VIDEOGRAPHY

6dVisualEvents
(704) 579-7726
Instagram.com/6dvisualevents

AC Visuals

(347) 226-1522
ACVisuals.Media

Four Horsemen Media

(704) 832-4498
FourHorsemenMedia.com

HD Bros

(540) 840-1388
Support@hdbros.com

Lighthouse Visuals

(561) 248-5827
LightHouseVisuals.com

Next Door Photos

(704) 727-8178
Charlotte.NextDoorPhotos.com

PLUMBING/WATER HEATERS

Water Heater Experts
(704) 413-7777
WaterHeaterExperts.com

ROOFING

Bumble Roofing
(856) 562-5575
BumbleRoofing.com/Charlotte

SIGN INSTALLATION & MANAGEMENT

EZ Sign Service - Charlotte
(704) 303-8787
EZSignService.com/Charlotte/

STAGING

Avenues Stage & Design
Mary Beth Francisco
(704) 800-5650
AvenuesStageandDesign.com

Bella Staging & Design

(704) 496-9416
BellaStaging.com

VIDEO SERVICES

Crown Digital Marketing
(919) 475-0797
CrownDigitalMarketingllc.com/

AFTER

GOT WATER DAMAGE?
We can help!

BEFORE

M & M
FOUNDATION & WATERPROOFING CO

MICHAEL MESSANA | OWNER/OPERATOR
Reach out to us! (704) 650-1910
CharlotteCrawlSpaceWaterproofing.com
michael@mm-foundations.com

HD BROS

BRYCE OWUSU
AREA
MANAGER

LET'S CONNECT!
bryce@hdbros.com
(703) 609-0160

VIDEO
PRODUCTION.
REAL ESTATE
MEDIA.

Meet The Team



Kristin Brindley
Publisher



Delia Naicker
Associate Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Don Elrod
Photographer



MEET THE REST OF THE KB TEAM

Follow Us Online!



Charlotte Real Producers @ realproducerscharlotte



Charlotte Real Producers @ realproducerscharlotte

DREAM HOMES START HERE

With the Right Mortgage, Anything Is Possible.



Brittney Morris | DIRECTOR OF SALES
814-853-3325 | BrittneyMorris.com
Brittney@TheMMGroup.Loans



Top 1% Mortgage Broker for Purchases and Refinances NC, SC, VA, FL, TX, IN

The Morris Mortgage Group Powered by Grand Line Lending NMLS 2289499/2724191



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

WE CAN INSURE PEACE OF MIND!

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



GIVE ME A CALL TODAY!

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

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



Home • Auto • Flood
Commercial • Life



YOUR STRESS-FREE MOVE IS OUR TOP PRIORITY

- Packing & Unpacking
- Residential & Commercial Moves
- Long Distance Moves
- Storage Solutions
- Donation Pickup

Request a **FREE** quote!
ReignMovingSolutions.com • (704) 459-1199

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



DON ELROD
Owner & Photographer

ElrodPortraits.com • 803.367.3478
Don@ElrodDigital.com



CHARLOTTE REAL ESTATE PHOTOGRAPHY AND HOME MEASUREMENTS

Publish listings faster with Next Door Photos

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

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

BOOK TODAY!

CJ PHIPPS, LOCAL OWNER
704.727.8180 | cj.phipps@nextdoorphotos.com | nextdoorphotos.com | Instagram: [nextdoorphotosclt](https://www.instagram.com/nextdoorphotosclt)

R.E.O. FLOORING SOLUTIONS

THE PERFECT FLOOR TO MAKE MEMORIES

Connect with our flooring professionals! (704) 821-1133 • REOFlooringSolutions.com

HOME stretch 980-326-4262

HOME PREPARATION SERVICES
Value-added services to prepare homes for sale.

- Home clear outs
- Painting
- Install flooring
- Landscaping
- Move out cleans

- Reduce stress for your clients
- Quickly get homes market ready
- Financing options available
- Design & color support

Schedule A Free Consultation!   

Give your clients more than an inspection—give them protection.

Every qualifying inspection includes added peace of mind with our 120-day warranty and 200% satisfaction guarantee.

Be at ease... guaranteed.

MPH INSPECT  mphinspect.com
 704-883-5053

DUMPSTER RENTAL & JUNK REMOVAL

DISPOSAL PRO
HAUL AWAY SERVICES

GET A FREE QUOTE! (980) 297-3841
DisposalProServices@gmail.com | DisposalProServices.com

FIREFIGHTER OWNED & OPERATED



Hello June

A Season of Growth!

June marks the halfway point of the year — a moment to pause, reflect, and recognize the growth that has already taken root. It's easy to get caught up in the rhythm of busy days, but this season reminds us to look around and appreciate how far we've come. Every story, every connection, and every success within our Real Producers community has been built through consistency, collaboration, and care.

The second half of the year invites us to keep nurturing that growth — to stay intentional, inspired, and focused on the values that make this community so strong. Whether through partnerships,

events, or shared stories, Real Producers continues to be a space where trust and authenticity lead the way.

We're also excited to welcome **704 Fence Co.** and **Crown Digital Marketing** to the Real Producers family! Each new partner adds a unique strength to our network, and we're thrilled to see the collaborations that will bloom.

As we move through June, let's remember: *"Gratitude and growth go hand in hand."*

Here's to thriving together — in business, in purpose, and in community.

Your publisher,



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

Video brings motion. Photography locks in legacy.

We provide both at a high level so your brand stays consistent, professional, and impactful.



Ready to elevate your brand or business?

LET'S TALK.
@6dvisuals



CREATING A *Positive First Impression* FOR YOUR LISTINGS



BELLA STAGING & DESIGN

(704) 496-9416 | BellaStaging.com
@Bella Staging & Design



Your clients trust you with their dream home...
let us help protect it.



- ✓ Local, independent agency right here in Matthews, NC
- ✓ We shop multiple carriers to find the best fit for your clients
- ✓ Seamless process that makes closings smoother
- ✓ Personalized coverage that protects every home purchase
- ✓ Dedicated support so your clients feel taken care of long after closing

GET A QUOTE NOW



@communityoneinsurance

Call or Text: 704-246-6500



Built with Heart.
Designed for Real Life.

We Build the Homes That Agents Brag About.



Rock Spring Builders crafts custom homes that live as beautifully as they look, with premium partners like **Marvin Windows**, built to impress your clients.

(704) 840-0923
BuildRockSpring.com

VIDEO - DRONE - MEASUREMENTS - TWILIGHT - MATTERPORT - PHOTO - VIDEO

CREATE. SOMETHING. EXTRAORDINARY.

CHECK US OUT

(980) 319 1027
CAMERON@CROWNDIGITALMKTG.COM

HomeCloud
Top agents' preferred GC

NC GC LICENSE #103925

Walk. 01
GC-led evaluation. Not an inspection.

Scope. 02
Every defect priced. Not listed.

Price. 03
Itemized plan in 24 hours.

Build. 04
Transaction-related construction.
Good value. Fast. Full service.



Text Jennifer. Your next meal is on her.

(980) 272-5114



MIRACLE MOVERS

Your Property Is Our Priority



FREE ESTIMATES!



Full-Service Move • Professional Packing Services
Climate-Controlled Storage



Call Today! 704-275-3053 • MiracleMoversUSA.com



TERRY & NATALIE HAMMONS

HOMEstretch CLT

BY GEORGE PAUL THOMAS • PHOTOS BY DON ELROD

For Terry Hammons, success has never been about simply solving problems. It has always been about anticipating them and building systems that remove them altogether. That mindset was shaped over more than two decades as an international corporate finance attorney and public company General Counsel, where he guided complex transactions and strategic initiatives across global markets.

At the same time, a parallel path was taking shape through real estate. Beginning in 2009, while living in London, Terry started building an investment portfolio that quickly exposed him to the realities of property ownership. Alongside his brother Barrett, he encountered recurring frustrations that many investors and homeowners know all too well. Contractors were inconsistent, timelines slipped, and even straightforward projects became unnecessarily complicated. What initially felt like isolated setbacks soon revealed themselves as widespread gaps within the industry.

When Terry stepped away from practicing law in 2022, he did so with a clear sense of direction. He was not just transitioning careers; he was stepping into an opportunity to solve a problem he deeply understood. Discovering HOMEstretch provided the framework to bring that vision to life. Today, he leads operations across Charlotte, Cleveland, the DMV, and Phoenix's West Valley, focusing on growth strategy, business development, and delivering a consistent experience across every market.



“Time is your most valuable asset. We give it back to you.”

“Time is your most valuable asset,” Terry explains. “We give it back to you.” That philosophy continues to shape how the company supports both agents and their clients.

A Calling That Came Full Circle
While Terry was building systems, Natalie Hammons was building a career grounded in leadership, strategy, and transformation. With nearly two decades of experience at organizations such as Microsoft, Accenture, and AT&T, she led global initiatives across customer success, technology adoption,

and project management. Her work was structured, strategic, and high-performing, yet her path took an unexpected turn in 2023.

After being impacted by a second round of layoffs, Natalie made a call to her brother that would ultimately redefine her next chapter. His response was immediate and confident. “Good. Now you can come work with me full-time.” What could have felt like a disruption quickly revealed itself as something far more intentional. Having already supported the business part-time,



From Global Strategy to Real Estate Solutions

she stepped fully into the role and now serves as General Manager of HOMEstretch Charlotte.

“This doesn’t feel like a job,” she shares. “It feels like a calling.” That sense of purpose is evident in the way she leads, particularly when guiding clients through significant life transitions.

Whether someone is navigating downsizing, divorce, or loss, her focus remains on providing clarity, support, and a steady hand throughout the process.

A Different Kind of Partnership

HOMEstretch operates differently from a traditional contractor, offering instead a project management solution designed specifically for real estate professionals. Rather than coordinating multiple vendors, agents are given a single point of contact who oversees every aspect of preparing a home for market. From clear-outs to final cleaning, and from painting and flooring to landscaping and repairs, everything is managed within one streamlined plan.

This approach removes the friction that often slows transactions while creating a more seamless experience for both agents and their clients. Natalie explains the impact simply. “The best Realtors should not be chasing contractors. They should be focused on their clients. We step in so they can confidently say, ‘I have a team for that.’” By taking on the



logistical complexity, HOMEstretch allows properties to reach the market faster and at their highest potential value.

Systems with a Human Touch

What truly distinguishes HOMEstretch is the balance between operational excellence and genuine care. Terry’s background brings a disciplined, system-driven approach that allows the business to scale efficiently across multiple markets without sacrificing consistency.

Standardized processes, strong vendor partnerships, and centralized leadership ensure that each project is executed with precision.

At the same time, Natalie ensures that the human side of the work remains front and center. Every home represents a story, and often a significant life moment, which is why the team approaches each project with empathy as well as expertise.

“I’ve gone from negotiating multi-billion dollar deals to helping people on the ground floor of their lives,” Natalie reflects. “The fulfillment is incomparable.” Together, they operate at the intersection of structure and compassion, creating an experience that feels both professional and personal.

Built on Family and Legacy

At its core, HOMEstretch is deeply rooted in family. The business is inspired by generations of resilience, particularly from grandmothers who cleaned homes to support their families with an unwavering work ethic and heart. That legacy continues to shape how Terry and Natalie approach their work today.

Their brother Barrett leads operations in Cleveland, while Terry’s daughter Anabelle supports marketing efforts. Natalie’s son Jalen has grown into a leadership role within the company, and their father, Terrence Sr., contributes decades of experience to the business. Extended family members also play key roles across additional territories, creating a network built on trust, shared values, and long-standing relationships.

“We are not just building a business,” Natalie says. “We are honoring where we came from and creating something that lasts.” That sense of connection extends beyond the workplace, showing up in the way they support one another and celebrate the moments that matter.

Life Beyond the Business

Outside of HOMEstretch, both Terry and Natalie prioritize balance in ways that reflect their personalities. Terry maintains a disciplined routine centered on yoga, meditation, running, and weightlifting, bringing the same consistency to his personal life that he applies professionally.

Natalie, on the other hand, finds joy in creativity and stillness. As a self-proclaimed plant enthusiast with more than 50 plants, she brings life and intention into her home environment. She also enjoys reading, practicing yoga, and hopes to one day complete the novel she began writing years ago. These personal pursuits provide space for reflection and renewal, reinforcing the grounded perspective they both bring to their work.

Looking Ahead

As HOMEstretch continues to grow, both Terry and Natalie remain focused on building something that extends beyond business success. Terry is committed to scaling the company into a leading multi-market platform while continuing to develop ventures that create long-term impact.

Natalie’s vision reaches even further into the community. She hopes to one day create a sanctuary for women and children affected by domestic violence, offering a safe and dignified space where they can rebuild their lives.

“Whether it’s through a home or something bigger, my goal has always been to make people feel seen and supported,” she says.

Together, their mission remains grounded in purpose. They are not simply preparing homes for the market. They are creating a reliable system that allows agents to operate at a higher level while helping clients move forward with confidence.



“Find partners who simplify your business, not complicate it,” Terry advises. It is a philosophy shaped by experience, strengthened by family, and carried forward with intention. ▾

Ready to partner with a team that brings corporate excellence and family heart to every listing? For more information or to discuss a project, contact Terry Hammons at 484-695-4192 or terry.hammons@home-stretch.com, or Natalie Hammons at 980-326-4262 or natalie.hammons@home-stretch.com. Let’s show your clients their home at its best.

HOME
stretch

YOUR LISTINGS. OUR STONE. MORE CLOSINGS.

OVER 20 YEARS IN BUSINESS.

Premium stone and fabrication trusted by top real estate professionals.



Universal Stone
GRANITE • MARBLE • QUARTZ • TILE

Scan Me

Design Center: 16615 Riverstone Way, Charlotte, NC 28277 | **Slab Warehouse:** 4806 Rozzelles Ferry Rd, Charlotte, NC 28216
980.417.9119 | 704-394-1221 | universalstonenc.com



From the Low \$300s!

Nichols Landing

MINUTES FROM CAMP NORTH END | 15 MIN TO UPTOWN

MUNGO **MH** HOMES
A CLAYTON COMPANY

**3% REALTOR COMMISSION
WITH \$5,000 BONUS**
*when selling a home in Nichols Landing**

*3% Commission of the net sales price for contracts plus up to \$5,000 on select Mungo Homes in Nichols Landing. Contracts must be ratified by 06/31/2026 and close by 07/31/2026. Commissions will be paid out as defined on the ratified compensation agreement associated at the time of closing. Compensation is subject to change at any time. Contact a New Home Advisor for more information.

COMPLIMENTARY MOVE-IN PACKAGE

Move-in package includes stainless steel fridge, front-load washer & dryer, blinds, AND \$10,000 in closing costs on all market homes when using our Lender Partners.

Certain restrictions apply. Offer can expire at any time without notice.

Learn more about Nichols Landing
& these exclusive incentives!

SCAN THE CODE



HOME INSPECTION CAROLINA

Every Inspection Is Stress-Free with HIC

Now Offering Sewer Scopes and Drone Inspections!

- Thorough Inspections
- Next Day Reports
- Warranty Coverage

Schedule Online for \$15 off!

HIC Home Inspection Carolina
704-542-6575

THE TASK TACKLERS

INSPECTION & PRE-LISTING REPAIR SPECIALISTS

Don't Let Repairs Delay Your Closing.

We help Charlotte Realtors:

- Complete inspection sheet repairs fast
- Handle pre-listing punch lists
- Prepare homes for market

• Coordinate clean, professional service from start to finish

Reliable scheduling. Clear communication. No surprises.

Realtor Closing Gift Program
\$100 Home Service Certificates for your buyers

Exclusive volume pricing available for top producers.

Kim Messenger
Co-Owner | Client & Operations Director

Kinzer Messenger
Co-Owner | Field & Project Director

704.785.1316
TheTaskTacklersNC.com



Brittany Osborne

CLARITY, CARE, & COMMITMENT

BY AMELIA ROSEWOOD • PHOTOS BY DON ELROD

"I truly think of myself as a partner to my clients as I guide them through this phase of their lives."

Brittany Osborne did not leave education behind when she entered real estate. She simply changed classrooms. Where she once taught students how to read with confidence, she now teaches families how to navigate one of the most meaningful decisions of their lives. The tools look different, but the heart of the work remains the same.



Originally from the Pittsburgh area, Brittany built her early career around education, earning a master's degree in Reading and working as a teacher and academic facilitator with Charlotte Mecklenburg Schools. Her focus on closing achievement gaps shaped her belief that knowledge creates opportunity. That belief continues to guide her

work today, whether she is educating first-time buyers or mentoring agents within her team.

When Life Creates a Pivot

After the birth of her first son, Brittany reached a crossroads familiar to many working parents. Balancing a demanding career in education with motherhood

left her searching for something that allowed her to be fully present without sacrificing purpose. During that season, an unexpected opportunity appeared.

Brittany began assisting her Realtor, Matti Ordan Reider, and Matti's son and business partner, Jeremy Ordan, with staging and decluttering homes. What started as a flexible way to stay engaged quickly became something more meaningful. She discovered a passion for preparing homes, guiding sellers, and supporting people during major life transitions. Encouraged by Jeremy and Matti, Brittany took a leap of faith, earned her real estate license in 2015, and stepped confidently into a new chapter. She credits Jeremy and Matti with giving her the opportunity to step into the real estate business.

Partnership Over Transactions

Today, Brittany is a Team Leader and Managing Partner of the Ordan Osborne Team at Howard Hanna Allen Tate, working out of the South Charlotte office. Her approach to real estate is grounded in partnership rather than transactions. She sees herself as a steady guide, walking

alongside clients with care, clarity, and honesty.

"I don't look at each transaction as transactional," Brittany shares. "I truly think of myself as a partner to my clients as I guide them through this phase of their lives."

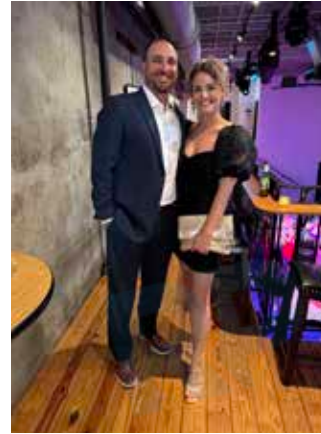
That mindset has made her especially impactful with first-time homebuyers. Brittany thrives on educating clients about the process, the market, and the Charlotte area so they can move forward with confidence. The moment clients receive the keys to their first home never loses its meaning. It is a reminder of why she chose this path and why education remains at the core of her work.

Leading Through Education

Brittany's influence extends beyond her own clients. As a leader within the Ordan Osborne Team, she plays an integral role in professional development. Drawing from her background in education, she has developed training manuals, built systems and processes, and helped shape onboarding experiences that set agents up for long-term success.



She is deeply involved in hiring and mentoring, ensuring that new agents feel supported, prepared, and aligned with the team's values. Alongside her partner, Jeremy Ordan, Brittany remains focused on growing a team that adapts to the ever-changing market while staying rooted in service and education. For her, leadership is not about titles. It is about consistency, clarity, and care.



In the past year, Brittany closed \$23.2 million across 42 transactions. She has also earned Chairman's Circle recognition for more than five consecutive years, an internal company award honoring agents who consistently close between \$10 million and \$19 million in volume. In 2025, she earned President's Circle recognition for closing over \$20 Million in volume.

Still, Brittany measures success differently. Numbers matter, but relationships matter more. She values her team and the friendship and mentorship she shares with Jeremy. The trust her clients place in her and the longevity of those relationships are what truly sustain her business. Her growth has been steady, organic, and deeply tied to the care she brings to every interaction.

Life Beyond the Business

Outside of real estate, Brittany's world revolves around family. She and her husband, Jason, are raising two sons, Hudson and Everett, and much of their life together is shaped by youth sports. When Brittany is not working with clients or leading her team, she is most often found on the sidelines

of a ball field or basketball court, cheering on her boys and trying to be fully present in this busy, meaningful season of parenting.

Travel is another important part of their family life. Whether it is a weekend trip or a longer getaway, Brittany values the chance to slow down, reconnect, and create shared experiences away from everyday routines. Those moments offer balance and perspective, reinforcing the importance of intention in both life and business.

At home, Brittany enjoys decorating and creating welcoming spaces, a natural extension of her eye for staging and design. She takes pride in making environments feel warm, comfortable, and lived in. Their Goldendoodle, Gracie, adds constant energy and joy, often right in the middle of family activities.

Community involvement also plays an important role in Brittany's life. She has proudly served as a community sponsor for the Matthews Athletic



Recreational Association for several years, supporting programs that help children grow through sports and teamwork. That involvement feels like a natural continuation of her background in education and her passion for supporting youth development.

Looking Ahead

As she looks to the future, Brittany hopes to continue growing and leading the Ordan Osborne Team alongside Jeremy, adapting to market changes while staying true to what has always mattered most. Service and education will remain the foundation.

Her advice to aspiring agents reflects that philosophy. Say yes to opportunities. Serve without focusing on price point or niche. Build your business through relationships, and trust that when you lead with care, success will follow.

A Smooth Move Makes Your Closing Even Better!



Top Agents Trust Us With Their Clients Because We Offer:

- Reliable Scheduling
- Careful Handling
- Exceptional Service from Start to Finish
- Smooth Transitions Across Town or Across State

Trusted by agents. Appreciated by clients. Delivered by Moving With Purpose!

MOVING WITH PURPOSE

mwpmovers.com • support@mwpmovers.com • (704) 464-4002 (call/text)

THE TRU TEAM
CROSSCOUNTRY MORTGAGE®

The Lending Experience You'll Love!

Built to Solve. Backed to Perform.

5950 Fairview Road Ste 712
Charlotte, NC 28210
704.703.8229 NMLS 103564 EHO

goosehead
INSURANCE

Here to help your next buyer

Best carriers and policies for your client's needs

Stress-free insurance experience you and your clients can trust

Lyla Rudder
Account Executive
(704) 386-6392
Lyla.Rudder@goosehead.com

Scan to get a quote

HOME AUTO FLOOD RENTERS UMBRELLA

SUPERIOR
SCHOOL OF REAL ESTATE

**COMPLETE CE REQUIREMENTS,
OBTAIN CERTIFICATIONS, AND
BECOME AN AI EXPERT**

all in one!

Spring Into \$50 off Luxury Home Marketing Classes

LEARN MORE TODAY.

Check out our new CE Plus membership, where you can get all of your CE, certifications, and professional development in one place. With fresh and relevant courses including AI in Real Estate.

SuperiorSchoolNC.com • 877.944.4260

Bumble Roofing

Let Bumble Roofing Be Your Preferred Roofer

HERE'S WHY:

Bumble Roofing understands the unique situations that real estate professionals are in. When time is of the essence, you need a company that can quickly respond to your needs, and give you a fair and honest assessment that will help you advocate for your clients.

YOU CAN COUNT ON BUMBLE FOR:

- Instant Quotes
- A Drone Inspection of Your Roof
- No Payment Till Closing - Financing Available!
- Industry-Leading Warranties & Satisfaction Guarantees

**No haggling, no gimmicks,
no pressure - ever!**

704-327-2004
BumbleRoofing.com



Residential • Pre-Listing • Pre-Drywall • Drone • Infrared • Pool & Spa Termite • Radon Testing • Mold Sampling • Air Quality Sampling
Water Sampling • Irrigation System Inspections

**INSPECTED ONCE,
INSPECTED RIGHT!**

Schedule online or call/text today!
704-890-5700
Robert@QueenCityHomeInspections.com
QueenCityHomeInspections.com

115+ 5-Star Reviews
Google ★★★★★

QUEEN CITY
HOME INSPECTIONS

Robert Heginbotham

Contact Us Today For An Exclusive Early Summer Promo!
hello@acvisuals.media

VISUALS
YOUR REAL ESTATE MEDIA PARTNER

PHOTO | VIDEO | FLOOR PLAN | VIRTUAL TOUR

Instagram icon and QR code for acvisuals.media

Logos for VQSB and SBA

KYM GALLO



Care, Tenacity, And Heart-First Approach

BY LARRA ROQUE • PHOTOS BY DON ELROD

Three years ago, Kym Gallo made a bold transition that would reshape her family's future. It was not planned, polished, or strategic. It was driven by instinct, resilience, and the desire to create a life where purpose and family could coexist.

Today, she is one of Compass's rising voices in the Carolinas, known for her sensitivity, her care, and her unwavering determination. Her journey into real estate may have started later than most, but her rise has been undeniable.

From Los Angeles Stages to New Carolina Roots

Kym grew up in Los Angeles, immersed in the heart of the arts. She studied music, trained as a vocalist, and spent years working professionally as an actor and singer. Creativity was not a hobby. It was her full identity.

Her early career taught her tenacity in ways few professions can. "In show business, you cannot have any issue with rejection," she says. "Nothing is handed to you. You wake up every day and ask for work." That lifestyle also



came with financial swings, constant hustle, and a deep understanding of what it means to self-motivate.

What she did not realize at the time was that every audition, every contract, every uncertain season was preparing her for a different path later in life.

When Purpose Meets Possibility
Kym's shift into real estate began in 2022, sparked by a simple but powerful desire to make an impact. She launched her career as a solo agent at Allen Tate, where her early drive and dedication quickly set her apart. That momentum earned her Rookie of the Year honors, a recognition that soon caught the

attention of Gina Lorenzo. "I was invited to join her team, Your Property People at COMPASS," Kym shares. "It has been an amazing experience."

Since joining the number one team in Charlotte, Kym has continued to build on that early success, establishing herself as a steady, skilled advisor whom clients trust. In 2025 alone, she closed over ten million in volume across twenty-three transactions, a remarkable achievement for an agent in just her third year in the industry.

What sets Kym apart today is not only her rising production but the way she approaches her work. Her

background in the arts built a stamina and persistence that she now pours into every client.

She takes every transition personally, whether joyful, emotional, or challenging. "I treat every family as if they were my own," she says. "I want to make sure they are not only through the transaction but settled and happy afterward."

She is the agent who shows up. The one who gets her hands dirty. The one who keeps going.

A Family Story That Shaped a New Beginning

Kym's personal life reads like a movie script. She met her husband in Mexico while both were working at a high-end fitness resort. During the pandemic, they welcomed their daughter in Mexico, navigating travel restrictions and global uncertainty until it was safe to return to the United States.

When they came back, they chose the Carolinas purely based on climate and possibility. "We did not have any friends here or have much of a plan," she says. "Now we have bought a house, our daughter is happy, and we feel incredibly grateful."

Their daughter, now five, is the heart of their world. Ballet recitals, gymnastics classes, walks after open

houses, and family meals keep their rhythm grounded. "We enjoy whatever her little five-year-old agenda is," Kym says lovingly.

Their household is full, vibrant, and delightfully unique. "We have two cats, two pigeons, and a Chihuahua," she laughs. "We sure do have a lot of animals." Her husband, also an actor and artist, and still active in the fitness world, is now a highly sought-after real estate photographer and shoots all her listings. Their lives, both creative and unpredictable, naturally found a rhythm in real estate.

Although her career path changed, Kym's love for the arts never dimmed. Music remains a defining part of her life. She loves hearing live classical music, jazz performances, and concerts whenever she can make the time. The artistic soul that shaped her youth still pulses through her days, grounding her in passion and emotion even as her schedule demands seven days of work.

Looking Ahead With Hope and Hustle

As she looks toward the next decade of her career, Kym's goals reflect her heart. She wants to continue building her business, but she also wants balance. "I work seven days a week right now," she says. "I look forward to a time when I can still be successful but also have more balance."



“Always keep learning. Surround yourself with experts and good people.”

She is beginning to see the shift many agents dream of. Clients she helped early in her career are calling again, ready to move or ready to sell. "I look forward to the time when more people are calling me," she says. "That is the cycle of real estate."

Her care, her tenacity, and her heart-first approach are exactly why she is becoming a rising name within Compass and a deeply trusted advisor in her community.

Kym offers advice from experience rather than theory. "Always keep learning," she says. "Surround yourself with experts and good people. Build your team of vendors, inspectors, and lenders. Ask for help when you need it, and help whenever you can." ■



Home Closings Worth Celebrating!



COMMUNICATION THROUGHOUT THE PROCESS



NO SURPRISES COME CLOSING DAY



EXPERT GUIDANCE EVERY STEP OF THE WAY

SouthernLawGrp.com

Send Orders To:
Orders@SouthernLawGrp.com

Closing Homes In North & South Carolina

704.247.8325

7239 Pineville Matthews Road
Unit 100, Charlotte, NC 28226

828.409.2020

184 East Chestnut Street
Suite 5, Asheville, NC 28801

EVERY DREAM HOME STARTS

as a

Masterpiece



Behind every great home purchase is a carefully crafted mortgage. We blend strategy, timing, and expertise to help your clients secure the perfect financing—so their dream doesn't stay just a concept.



Chris Taylor

Division Leader
NMLS ID# 881467

704.650.8029
chris.taylor@alcova.com
5960 Fairview Rd, Ste 275, Charlotte, NC 28210



Kelli Embler

Area Sales Manager
NMLS ID# 1702437

**The Kelli Embler Team
of Alcova Mortgage**

704.791.7329
kelli.embler@alcova.com
5960 Fairview Rd, Ste 275
Charlotte, NC 28210



Jay White

Building Wealth Through Vision And Partnership

BY LAURA REESE • PHOTOS BY DON ELROD

In a business where success is often measured by numbers alone, Jay White believes the true impact of real estate is found in the lives it changes. A Charlotte native and longtime industry leader, Jay has spent nearly two decades shaping a career that blends innovation, collaboration, and a deep commitment to helping others build lasting wealth.



Driven, visionary, and relentlessly forward-thinking, Jay leads the Jay White Team powered by PLACE at Keller Williams Realty. His approach reflects a bigger picture philosophy, one that sees real estate not just as a transactional business, but as a platform for long-term financial growth and personal transformation.

Rooted in Experience, Shaped by Discipline

Although Jay was born in Charlotte, much of his early life was spent in Atlanta before returning to North Carolina for college. He attended Georgia Southern University before transferring to Appalachian State, experiences that helped refine both his independence and adaptability. Long before real estate entered the picture, Jay was immersed in the automobile industry, eventually becoming the General Manager of Coastal Carolina Honda in New Bern, North Carolina.

Growing up around sales environments and competitive sports left a lasting impression. "Sales, customer service, work ethic, and teamwork were part of everyday life," Jay explains. Those early



lessons in accountability, character, and leadership would later become cornerstones of his real estate career.

A Family Path Into Real Estate

Jay's entry into real estate came through family. When his father and brother began transitioning into the industry, Jay initially supported them through marketing and business development.

What started as a behind-the-scenes role quickly evolved into something bigger. Licensed in early 2006, Jay discovered that real estate offered both the challenge and the purpose he had been seeking.

Over time, his vision expanded well beyond individual production. Real estate became the vehicle through which



he could help others create financial security and independence. “My goal has always been bigger than myself,” he shares. “I want to help people change their financial trajectory.”

Today, Jay leads a high-performing team projected to close approximately 250 transactions and \$110 million in volume this year. Yet numbers are not what motivate him most. His passion lies in redefining how teams operate and how agents view partnership.

“What we’re building flips the narrative,” Jay says. “Joining a team isn’t about giving something up. It’s about gaining leverage, opportunity, and the ability to scale faster with the right people around you.”

Through PLACE, Jay and his team are creating an ecosystem that supports both agents and consumers at every stage of homeownership. Beyond buying and



selling, the platform integrates services such as mortgage, title, warranty, property management, and concierge solutions, all designed to simplify the process and elevate the experience.

Jay’s leadership and innovation have earned industry recognition, including being named a Top 100 Real Producers honoree, leading the number one team in his Keller Williams market center, and serving as a panelist at Inman 2024. In 2025, he also completed the 29029 Mount Everest endurance challenge, a physical test that mirrors the mental discipline he brings to business.

Building a Brand, Building a Community: RealizeCharlotte

Jay’s influence extends well beyond the closing table. Through RealizeCharlotte, the social media brand he has built across YouTube, Instagram, and TikTok, Jay has become one of the area’s most recognizable voices for people curious about life in the Queen City.

What began as a way to stay connected with the community has grown into something much larger. RealizeCharlotte speaks to

three distinct audiences simultaneously: those considering a move to Charlotte, longtime residents who want to stay plugged into everything the city has to offer, and investors watching how new growth and development shape the local real estate market.

The content itself reflects Charlotte as it actually is. Rather than polished sales pitches, the brand leans into lifestyle moments, emerging neighborhoods, new businesses, and the kind of honest, on-the-ground perspective that only a Charlotte native can offer. Whether it’s covering a new development in South End, spotlighting a restaurant opening in NoDa, or breaking down how a highway expansion might affect home values in the surrounding suburbs, RealizeCharlotte sits at the intersection of local passion and market intelligence.

“The goal was always to be relatable,” Jay explains. “People don’t want to be sold to. They want to connect with someone who genuinely loves where they live and can help them understand what it means to put down roots here.”

For Jay, the brand is also a natural extension of his broader business

ecosystem. RealizeCharlotte creates authentic entry points for buyers, sellers, and investors who find their way into the Charlotte market through content before they ever pick up the phone. It is community first, business second — and that order, Jay believes, is exactly what makes it work.

Life Beyond the Office

At home, Jay’s world centers on family, balance, and the relationships that keep him grounded. His wife, Stephanie, is his constant partner and supporter, someone who stands beside him through the demands of leadership and long-term vision. Their adult daughter, Callie, remains a central source of pride and perspective, reminding Jay that success is ultimately about the people you build life with, not just the goals you achieve. Working alongside his father and brother as trusted business partners has only reinforced that belief. Family is not separate from Jay’s work. It is woven into it, shaping a foundation built on trust, shared values, and collaboration.

“People don’t want to be sold to. They want to connect with someone who genuinely loves where they live and can help them understand what it means to put down roots here.”

Outside of real estate, Jay prioritizes both physical discipline and time spent outdoors. Endurance sports and running serve as personal outlets, reinforcing the same resilience, focus, and commitment that guide his professional life. Hunting and golf offer a different kind of balance, slowing the pace and creating space for reflection. Whether pushing his limits or simply enjoying time outside, these pursuits help Jay reset and stay aligned with what matters most.



Their beloved grand puppy, Renfrow, named after Hunter Renfrow, adds a lighthearted presence to daily life and reflects Jay’s love for sports, loyalty, and tradition. It is a small but meaningful reminder that joy often lives in the simple moments.

While Jay’s professional accomplishments are highly visible, he believes one of his defining traits often goes unseen. He is deeply committed to helping people succeed personally, not just professionally. That genuine care does not always translate online, but it shows up consistently through mentorship, encouragement, and intentional leadership. For Jay, impact is measured not only by results but by the growth and confidence he helps others build along the way.

Looking Ahead With Purpose

Jay’s long-term vision is both ambitious and deeply personal. Over the next decade, he hopes to help 100 people build at least one million dollars in net worth. Real estate, in his view, remains one of the

most powerful tools for wealth creation when paired with the right guidance and mindset.

His current favorite quote reflects that philosophy: “The happiness of your life depends on the quality of your thoughts.” For Jay, growth begins internally, with humility, focus, and the willingness to learn from the right people.

When offering advice to aspiring top producers, Jay is candid. “My career changed when I admitted I didn’t have all the answers,” he shares. Choosing the right mentors and partners, he believes, is the fastest way to expand what is possible.

Jay White continues to lead with vision, collaboration, and purpose, proving that success in real estate is not just about what you build, but the people who helped you build it along the way. 🏡



SPECIAL EVENTS

CHARLOTTE REAL PRODUCERS' MAY MAGAZINE PARTY

MAY 19, 2026 PHOTOS BY DON ELROD



The recent *Charlotte Real Producers* gathering was an unforgettable celebration of connection and collaboration!

Hosted at **Rock Spring Builders' newest build**, this event blended networking, community, and appreciation.

A special acknowledgment goes to our event sponsors — **Rock Spring Builders** and **That 1 Painter** — whose generous support helped bring this celebration to life.

Capturing every memorable moment, **Don Elrod** delivered stunning photography, while **AC Visuals** and **6dvisuals** created beautiful video recaps. A heartfelt thank you to **Kate McGee of NC Farm Bureau** for the amazing charcuterie display and to **Coco Cookies Waxhaw** for the delicious custom cookies everyone loved.

Networking in a relaxed, intimate atmosphere fosters relationships that drive success, and we're thrilled to continue providing these opportunities for our community.



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@charlottherealproducers.com.



MODERN REAL ESTATE CLOSING SOLUTIONS



LANE LAW PLLC

Lane Law PLLC and Attorney Charlie Lane offer you an experienced and accessible attorney to get you and your clients to the closing table smoothly. The firm utilizes modern and flexible closing solutions to facilitate closings across North and South Carolina for its home buyer, seller, borrower, real estate agent, and loan officer partners.

Let's welcome your client home together.
Consider Lane Law, PLLC for your next real estate client referral!

(980) 880-6824 • LaneLawClosings.com
Charlie@LaneLawClosings.com

401 EAST BOULEVARD, SUITE 110, CHARLOTTE
FOLLOW US ON FACEBOOK! • LANE LAW, PLLC

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2026

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

Disclaimer: Information based on Canopy MLS closed data as of May 4, 2026, for residential sales from January 1, 2026, to April 30, 2026, 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 Apr. 30, 2026

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



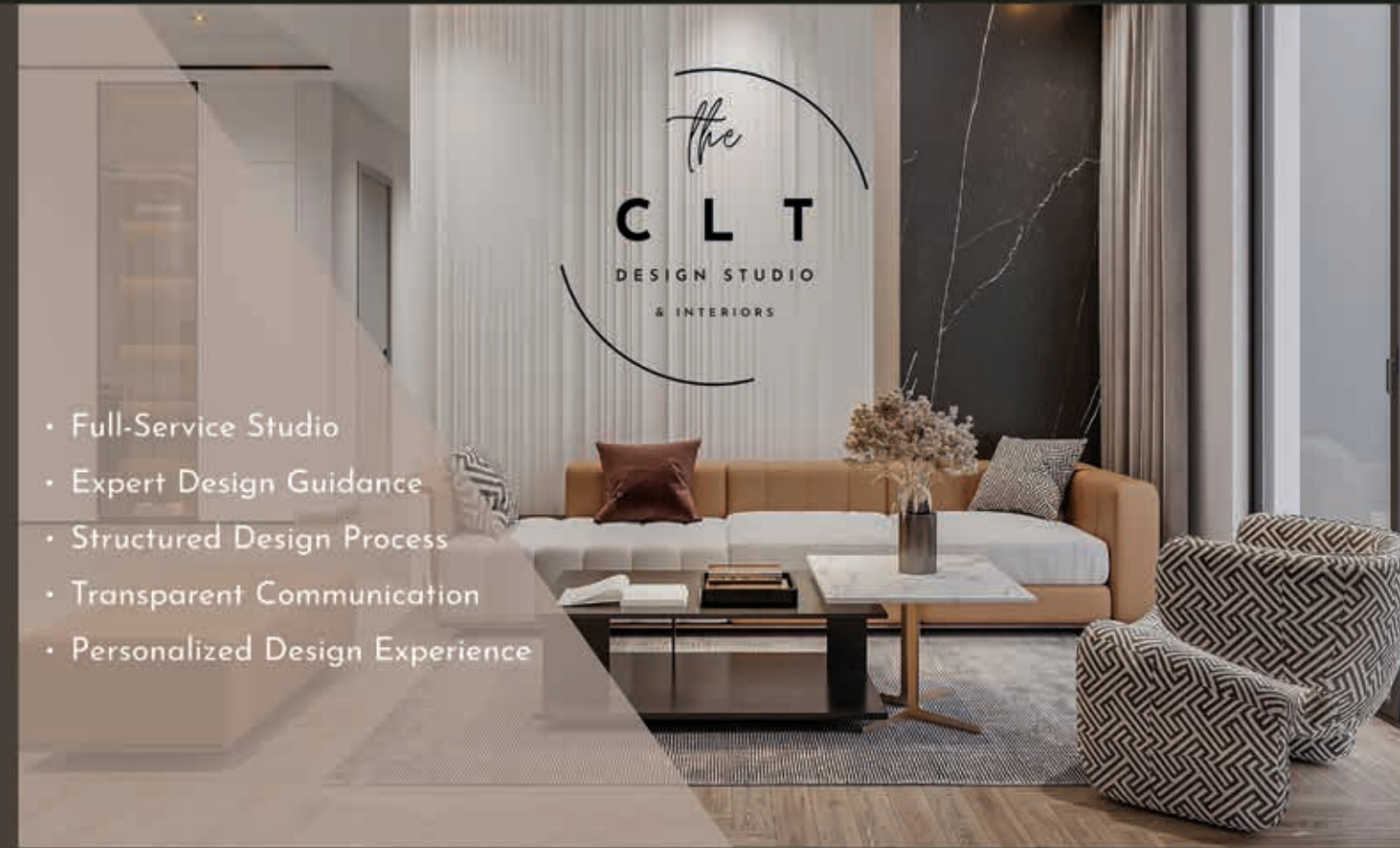
An Exclusive Opportunity in The Vineyards at Cheval

Discover elevated living in this fully furnished custom model home, complete with refined interiors and an exceptional leaseback investment opportunity.*

Contact Chris Dillard and Shelby Gann for more information: 704-207-4685



©2026 All rights reserved. Paragon Homes of Charlotte, Inc., LIC#69515/18083, is an independently owned and operated franchise. *Model home available with 18-month leaseback. Pricing and terms subject to change with or without notice.



- Full-Service Studio
- Expert Design Guidance
- Structured Design Process
- Transparent Communication
- Personalized Design Experience

Disclaimer: Information based on Canopy MLS closed data as of May 4, 2026, for residential sales from January 1, 2026, to April 30, 2026, 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 Apr. 30, 2026

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

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

Disclaimer: Information based on Canopy MLS closed data as of May 4, 2026, for residential sales from January 1, 2026, to April 30, 2026, in the Charlotte metropolitan area. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report data under an individual agent's MLS ID.



PALADIN LAW

Angela and Brien remain focused on building a legacy, both personally and professionally. With their passion, dedication, and love for real estate law, they are proving that success isn't just about accomplishments, it's about the life you build together.

Let us assist with your next closing!



Angela D. Berland
Partner



M. Brien Bowlin, Jr.
Partner

980.216.8750 • PaladinLawNC.com
403 Gilead Road, Suite A, Huntersville, NC 28078
Closings@PaladinLawNC.com

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2026

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

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

Disclaimer: Information based on Canopy MLS closed data as of May 4, 2026, for residential sales from January 1, 2026, to April 30, 2026, 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.



Hilldrup | Moving
Logistics
Workplace

**Spring flowers are in bloom.
Moving season is too.**

Trust Hilldrup to handle your clients with the same care, professionalism, and reliability you bring to every closing.

Contact **Lisa Rhead** to learn how Hilldrup can support your clients' next move.



**Vice President,
Business Development**
704-272-3245 | hilldrup.com

TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to Apr. 30, 2026

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

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

Disclaimer: Information based on Canopy MLS closed data as of May 4, 2026, for residential sales from January 1, 2026, to April 30, 2026, 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.


CHARLOTTE
REAL PRODUCERS.

WHO DO YOU TRUST

With Your Real Estate Business?

Know of a business that should connect with the top real estate agents in Charlotte?

- Accounting/CPA
- Landscaping
- Painting
- Asbestos Abatement
- Heating & Cooling
- Interior Design
- Plumbing and Sewer
- Real Estate Technology



We take recommendations from YOU – our top agents – on who should be named a preferred partner with Real Producers. Refer your favorite vendor to us at info@charlotterealproducers.com.

SCAN ME

Positively Impacting Lives
Each Other • Our Clients • Our Community




GALBREATH COSTNER™

(704) 900-1130 • Closings@GalbreathCostner.com
Access Instant Title Quotes, Seller Net Sheets, Buyer Estimates & More On Our Website
GalbreathCostner.com

Print Me More!

Were you, the team or your business featured in an issue of Real Producers? Want a copy of your article or full magazines that you were featured in?

Promo!

What the heck is a promo? A promo is a 4-page, magazine-quality-grade paper with your full article and photos, and you on the cover of the publication.

Why do I need those?

These promo pieces are a professional marketing tool that can help brand you, your team and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

What if I changed companies or need something corrected in my article?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

Who can buy these?

The realtor who was featured, the broker, our partner or family. Anyone who wants to promote you!

How do I order?

Email us at info@charlotterealproducers.com.



Exclusive Benefits Built Into Every Plan!

Our home warranties include fabulous member benefits starting on Day 1 of coverage — up to 40% off new brand-name appliances, savings on air filters, refrigerator filters, home improvement services, and more.

Let's connect.



Your Local Resource
Martinez Livingston
 704-244-0648
 mlivingston@firstam.com



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

firstamrealestate.com
 Phone Orders: 800-444-9030



©2026 First American Home Warranty Corporation. All rights reserved. FA_AD_MLVINGSTON_MRP_6_26



Statewide Coverage. Local Service.

Kate McGee
 534 West John Street
 Matthews, NC 28105
 (703) 405-4917



Auto • Home • Life • Health • Bank

NCSVNP46126
 *North Carolina Farm Bureau® Mutual Insurance Co. *Farm Bureau® Insurance of North Carolina, Inc. *Southern Farm Bureau® Life Insurance Co., Jackson, MS
 *An independent licensee of the Blue Cross and Blue Shield Association

BUILDING TRUST & RELIABILITY BEHIND EVERY FENCE INSTALLATION



Schedule a **FREE** estimate today!

(704) 534-0781
 704FenceCo.com
 @ 704 Fence Co.



Epcon Excellence Recognition Program

We Believe Great Relationships BUILD GREAT COMMUNITIES

The Epcon Excellence Recognition Program honors and celebrates the professionals whose collaboration, care and commitment help create one remarkable experience for our homeowners.

Every referral, every connection, every home sold moves us closer to our mission: helping more homeowners live the Epcon lifestyle.

EpconExcellence.com
 704.275.3284

1	1ST CLOSING Standard Region Commission (Base price + lot premium + selected structural options)
2	2ND CLOSING Standard Commission + \$2,000 Bonus
3	3RD CLOSING Standard Commission + \$3,000 Bonus
4	4TH CLOSING Standard Commission + \$4,000 Bonus
5+	ELITE LEVEL FIVE OR MORE CLOSINGS Standard Commission + \$5,000 Bonus



Scan the QR code to learn more about our recognition program.

COMING SOON:
THE COURTYARDS ON THE GREENWAY
Reservations begin this summer.

Give your clients early access to our newest community located in Matthews, NC.



*Please see your Epcon Communities New Home Sales Consultant for details. This offer is available for a limited time only and may be terminated at any time without notice. The offer is applicable to fully executed Epcon new home purchase agreements that close on or before December 31, 2026. The Bonus is paid only at the time of Closing, to licensed real estate agents through their broker, when the agent is the procuring cause of the sale and has complied with Epcon Communities' policies, including but not limited to registration of the agent's client at the first visit by the agent's client in person or virtually to any Epcon community and, at or prior to the time of closing, a copy of the written agency agreement between agent and their client must be provided to Epcon. Agent must represent to Epcon that (i) they introduced the Buyer to Epcon, (ii) Buyer and Agent have an ongoing relationship, (iii) they disclosed the nature of this incentive to Buyer, including details of the incentive payable, and, (iv) Agent has communicated to Buyer that Broker commissions are not set by law and are fully negotiable. The offer cannot be combined with any other offers or discounts and has no cash value. The offer does not apply if the financing selected by Buyer does not permit such incentive. Some conditions, limitations, and restrictions apply. Offer may vary locally. The offer is not valid on previously written sales contracts or contract re-writes. Although all floor plans, features, illustrations, and specifications of the homes and communities are believed correct at the time of publication, the right is reserved to make changes, without notice or obligation. Windows, doors, ceilings, layout, colors, finishes and room sizes may vary depending on the options and elevations selected. This information is for illustrative purposes only and not part of a legal contract. Some communities may be age-restricted, where no less than eighty percent of homes within the community must have at least one permanent occupant fifty-five years of age or older. ©2026 IPSC, LLC

The Meadows Team



MOVEMENTMORTGAGE



PRE-APPROVAL | PURCHASE | REFI | HELOC



"Response time and problem solving skills are unmatched."

Candy G. (Realtor)



"Always a wonderful experience with Dana and her amazing team."

Mary D. (Realtor)

Reagan Gulotta

NMLS #2010145
Loan Officer
631-566-8496

Reagan.Gulotta@movement.com



Dana Meadows

NMLS #70961
Team Leader & Loan officer
704-763-9728

Dana.Meadows@movement.com

500 South Main Street Suite 103 Mooresville NC 28115 | Reagan Gulotta : NC-1-356999 | 4714 Oleander Drive Suite A Myrtle Beach SC 29577 | Dana Meadows : AL-72619, FL-LO53115, GA-61606, IL-031-0093946, KY-MC780079, MD-70961, MI-70961, MT-70961, NC-1-153277, OH-MLO.050373.000, SC-MLO-70961, TN-220255, TX-SML, WV-LO-70961, VA-MLO-39850VA | Movement Mortgage LLC. All rights reserved. NMLS ID #39179 (For licensing information, go to: <http://www.nmlsconsumeraccess.org> (opens in a new tab))

Additional information available at movement.com/legal. Interest rates and products are subject to change without notice and may or may not be available at the time of loan commitment or lock-in. Borrowers must qualify at closing for all benefits.