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Agent
Spotlight
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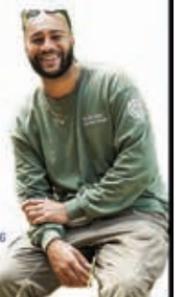
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Modern Marketing For The Modern Agent

Contents



Tracy Wanner **30**
COVER STORY

PROFILES



20 Nichole Hyland



24 Jennifer Ramirez

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14



Angela Berland and Brien Bowlin, Paladin Law



IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 Publisher's Note**
- 12 FAQ's**
- 13 By The Numbers**
- 14 Partner Spotlight:** Angela Berland and Brien Bowlin, Paladin Law
- 20 Agent Spotlight:** Nichole Hyland
- 24 Rising Star:** Jennifer Ramirez
- 30 Cover Story:** Tracy Wanner
- 36 Event Recap:** January Mag Party
- 41 Top 200 Standings**

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WELCOME TO THE CLASS OF 2026!

March is a milestone moment for our Real Producers community as we proudly welcome our **Class of 2026**. Being named among the top professionals in your market is no small achievement—it reflects consistency, dedication, and a commitment to excellence that sets you apart. This recognition places you among an elite group of agents who are shaping the future of real estate in our community.

As part of the Real Producers network, you are joining more than a list—you're becoming part of a community built on connection, collaboration, and shared success. We're honored to celebrate your accomplishments and excited to support you throughout the year ahead!

We're also thrilled to welcome a new preferred partner to the Real Producers family: **Task Tacklers**. We're grateful to have them alongside us and look forward to the value and collaboration they'll bring to our growing community.

And one of the best parts of being part of Real Producers is the opportunity to connect in person, and we have an exciting lineup of events planned for **2026**:

- **April 23rd** - Mimosas at the Manor
- **November 12th** - Gratitude Gala

Each event is designed to bring our top agents together to connect, celebrate, and build meaningful relationships with peers who understand the journey.

As we step into spring and begin this new chapter, take a moment to reflect on what brought you here—and where you want to go next. Success in this industry is built through strategy, resilience, and the willingness to grow alongside others who challenge and inspire you.

We're so glad you're here. Welcome to the **Class of 2026**—we can't wait to celebrate with you all year long.

Here's to an extraordinary year ahead!

Your publisher,



Kristin Brindley
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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 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 2025.

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, email Wendy@RealProducersKBTeam.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 on the street, nor do we work with every business that approaches us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special place in this puzzle, as their support helps fund 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!



2026

BY THE NUMBERS

HERE'S WHAT CHARLOTTE'S TOP 500 AGENTS SOLD...

17,309



TOTAL TRANSACTIONS



\$11.8B

TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

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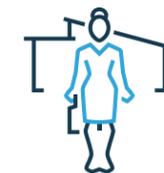
BUYING SIDE TRANSACTIONS

9,731



AVERAGE SALES VOLUME PER AGENT

\$23.6M



AVERAGE TRANSACTIONS PER AGENT

35

Information based on 2025 residential sales in the Charlotte metropolitan area, by the top 500-producing agents.

ANGELA BERLAND & BRIEN BOWLIN

PALADIN LAW

BUILDING A PRACTICE AND AN EMPOWERED LIFE

BY GEORGE PAUL THOMAS • PHOTOS BY DON ELROD

When Angela Berland first walked into law school, she didn't know she was stepping into more than a career path—she was also stepping into the life she was meant to build. It was there that she met Brien Bowlin, her lifelong partner in both life and law. Sixteen years later, Angela leads Paladin Law alongside Brien, where together they've built a practice known for responsiveness, integrity, and personalized service in guiding clients through real estate transactions across North and South Carolina.

A Calling in Real Estate Law

Originally from Minnesota, Angela's path was shaped by early lessons in hard work and perseverance. Before law school, she worked at the FargoDome as an administrative assistant, helping with day-to-day business operations, including the opportunity to assist with the coordination of concerts and various events. That sense of organization and problem-solving would serve her well in the legal field.

After earning her law degree, Angela's first job was with a real estate law firm. "It was during a time when the market for attorneys was oversaturated, and I thought it would be a stepping stone and a unique opportunity for knowledge and growth. I never envisioned myself as a real estate attorney. But once I started, it just clicked," she recalls. "Connecting the puzzle pieces of title searches, establishing relationships with clients and agents, drafting settlement statements, it all felt natural to me. The law, the numbers, and the process all made sense, and I realized this was exactly where I was meant to be."

By 2014, Angela had fully embraced real estate law, and in time, she and Brien launched Paladin Law—a practice designed not for

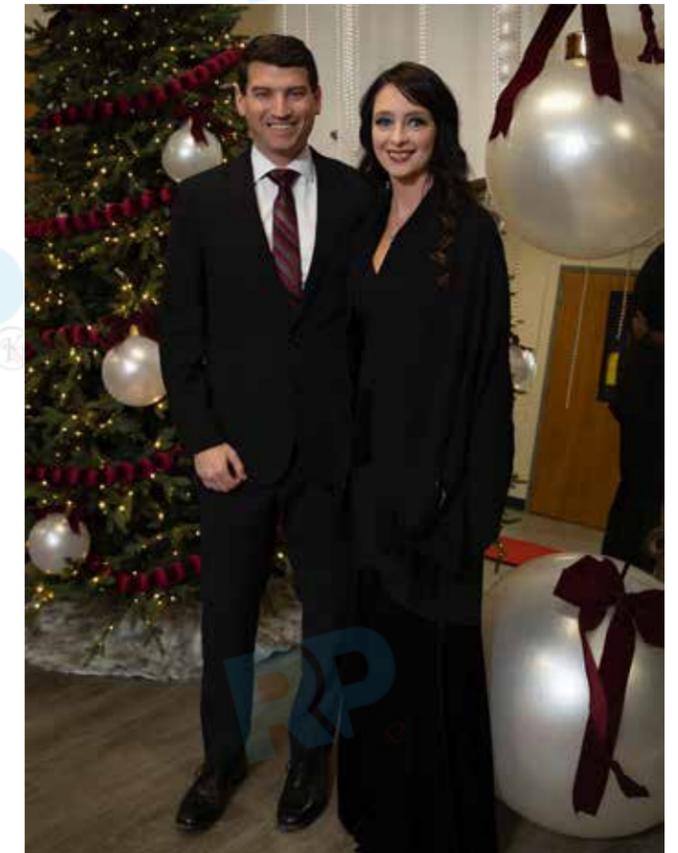
volume, but for meaningful service.

Building Paladin Law

Based in Huntersville, North Carolina, Paladin Law focuses on residential and commercial real estate closings and refinances. The firm was born out of Angela and Brien's desire to create balance while still offering clients a high level of care. "Real estate is such a joyful area of law," Angela says. "Clients are excited to buy their dream home, sell in order to reach their next milestone, or refinance to add that pool or home addition they've always wanted. Being part of that moment is a privilege."

At Paladin Law, Angela and Brien have built a culture centered on accessibility, reliability, and compassion. Every client and agent partner can expect clear communication, thorough preparation, and a hands-on approach. Her leadership has earned recognition as one of North Carolina's Legal Elite in both 2021 and 2022, underscoring her reputation for excellence.

For Angela and Brien, practicing law is about much more than paperwork—it's about building trust and lasting relationships. "Realtors carry a lot on their shoulders," Angela explains. "The right partners should



make their job easier, not harder, and create a less stressful process for our clients. That's what we strive for every day. Purchasing a home is one of the biggest transactions a person will make in their lifetime, which brings a tremendous amount of stress and planning. Our goal is to take away as much stress as we can on our end."

Clients and agents alike appreciate their ability to simplify complex transactions and guide them with reassurance. The Paladin team focuses on precision and efficiency while never losing sight of the people at the center of each closing. Their dedication is evident in every detail, whether it's catching

potential issues early or creating a smoother path for families moving into the next chapter of their lives.

Beyond the Office

Angela's greatest joy today comes from balancing her

professional passion with her growing family. She and Brien welcomed their son, Trey, in July 2023. "Starting our family while running our own firm has been the most rewarding experience," Angela reflects.

"Clients are excited to buy their dream home, sell in order to reach their next milestone, or refinance to add that pool or home addition they've always wanted. Being part of that moment is a privilege."



When they're not in the office, Angela and Brien enjoy traveling, spending time with their son and family, and cheering on the Carolina Panthers and Charlotte FC. They are proud Small Business Partners with the Carolina Panthers and have even traveled internationally for games, including London in 2019 and Munich in 2024.

Angela also has a strong interest in criminal law and

social justice, stemming from her law school internship with the Union County District Attorney's Office. There, she worked on a variety of cases, including some that overturned wrongful convictions. That experience shaped her compassion and deepened her belief in fairness—values that now define her real estate practice.

Looking Ahead

Angela defines success in simple but meaningful



CONTACT US!

terms: ending each day with a smile. "We love what we do, we love our clients and agents, and we love building these relationships. That joy is the foundation of everything."

As Paladin Law looks to the future, Angela and Brien hope to continue refining processes, supporting their team, and providing agents and clients with the kind of legal partnership they can rely on every single time.

Their highest hope is to keep striving toward better—better systems, better service, and better balance.

Her advice to agents is straightforward yet powerful: "Make sure your partners are truly partners. You deserve support, precision, and relationships that make your work easier and more fulfilling."

With nearly two decades of combined experience and

a heartfelt commitment to serving clients, Angela and Brien have built more than a law practice—she and Brien have created a trusted space where real estate dreams are made possible.



Paladin Law is located at 403 Gilead Road, Suite A, Huntersville, NC 28078. To learn more about their team, visit www.PaladinLawNC.com or call (980) 216-8750. Whether it's your first home or your fifth, Paladin Law is here to make your transaction seamless, supported, and stress-free.

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Keeping It Light While Getting It Right

BY GEORGE PAUL THOMAS
PHOTOS BY DON ELROD

Nichole Hyland

Some agents lead with polish. Others lead with personality. Nichole Hyland does both, blending honesty, clarity, and a grounded sense of humor that instantly puts people at ease. As a Realtor with Nestlewood Realty in Charlotte, Nichole has built her business on trust, responsiveness, and the belief that real estate does not have to feel intimidating to be effective.

“I’m a straight shooter with a dash of humor,” she says. “Honesty and clarity matter, especially when people are making big financial decisions.”

From Franklin Roots to a Natural Transition into Real Estate

Originally from Franklin, North Carolina, Nichole’s path has always been shaped by independence and drive. She earned a bachelor’s degree in Communication with a focus on Broadcasting, along with a minor in business law, sharpening both her people skills and her understanding of structure and contracts.

Before real estate, Nichole ran her own business as a CrossFit coach and personal trainer. That experience laid the foundation for how she approaches her career today. “Running my fitness business taught me how to hustle,” she explains. “There was never a ceiling. The harder I worked, the more opportunities I could create.”

What stayed consistent between fitness and real estate was the impact. “Both careers are about helping people achieve goals they once thought were out of reach,” Nichole says. Coaching confidence, whether physical or financial, became a through line in her life.

Nichole officially began her real estate career in 2019, but the transition felt natural. Through her coaching work, she collaborated closely with real estate agents and lenders, including her husband, Charlie, who worked in the lending industry at the time. Seeing firsthand how effort directly translated into success resonated deeply.



"I was genuinely intrigued by the business," she says. "The coursework came naturally because I truly care about homeownership and wealth building."

That passion quickly turned into purpose. Because Nichole was never taught the importance of owning a home when she was younger, education became central to her work. "I take pride in teaching clients about the power of homeownership and helping them start building generational wealth," she shares.

Coaching Confidence Through the Process

Nichole is an agent under Nestlewood Realty. Her production reflects consistency and discipline. Most recently, Nichole closed 34 transactions totaling \$17.4 million in volume, with projections of \$12 million across 24 transactions this year.

What truly sets her apart, however, is how she shows up. "I make it a priority to always respond and be a trusted resource," Nichole says. "If I don't have the answer right away, I take ownership of finding it."

She is especially passionate about first-time buyers, guiding them through the process so they feel confident long after closing. "I love personalizing my approach while keeping things efficient and professional," she explains. "Real



estate should feel empowering, not overwhelming."

Life Beyond the Listings

At home, Nichole's life is just as full as her career. She and Charlie have been married for 15 years and are raising four children: Tallyn, Beckett, Hendric, and Harlow. Their family also includes Roo, a German Shorthaired Pointer who keeps pace with their active lifestyle.

The Hylands are almost always outdoors. Hiking, biking, swimming, wake surfing, and trips to the U.S. National Whitewater Center fill their calendar. Nichole and Charlie also play tennis in multiple leagues, and travel to Sullivan's Island, and Charleston is a favorite tradition. "We hope to have a second home there one day," she says.

Nichole's curiosity extends into every corner of her life. Tennis, gardening,

plants, art, music, and creative projects all compete for her attention. "I'm kind of a jack of all trades," she admits. "I'm super handy, extremely creative, and I have an unwavering determination to figure things out."

Looking Ahead with Purpose

Real estate remains central to Nichole's long-term vision, both professionally and personally. Over the next five years, she hopes to work alongside her daughter as she builds her own real estate career, while transitioning her business toward referrals rather than paid leads. Investing is also a growing focus, with plans to acquire rental properties and begin flipping homes.

Looking ten years ahead, Nichole envisions shifting out of residential sales and into full-time investing. "Real estate is a tool," she says. "I want to use it to create long-term wealth and flexibility for my family."

Her advice to aspiring top producers starts with mindset. "The biggest obstacle in this business is often yourself," Nichole shares. "Growth is a mindset first, and skill second."

"Your excuse just gave someone else an opportunity."

At her core, Nichole Hyland blends approachability with expertise, heart with strategy, and honesty with humor. She proves that when clients feel informed, supported, and confident, success naturally follows.



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Jennifer Ramirez

Turning Relocation Into Reinvention

BY LARRA ROQUE • PHOTOS BY DON ELROD

Some people sell homes. Jennifer “Jen” Ramirez helps families start new chapters. Friendly, driven, and a little bit sassy, Jen brings humor and heart to every relocation she handles. “I like to say it’s Real Estate meets *The Office*,” she laughs. “There’s a lot of joy and a little chaos in the background of this business, but helping families find home again makes every bit of it worthwhile. That’s why my goal is always to make it appear effortless for my clients, while I handle all the background noise.”

A Life of New Beginnings

Born and raised in San Antonio, Texas, Jen has never been afraid of a big move. She and her husband, Brandon, first landed in the Lake Wylie area of Charlotte in 2012, drawn by opportunity and a feeling they couldn’t quite put into words at the time. Charlotte didn’t just welcome them — it wrapped around them like home.

Then life took an unexpected but unforgettable turn. In 2017, Jen’s corporate career sent their family to Antwerp, Belgium, for an expat assignment. They embraced the adventure — new culture, new language, a completely different way of living — all while carrying a piece of Charlotte with them.

When the assignment ended, they faced a question most people only dream of: Where do we want to build the next chapter of our lives?

“After living overseas, we could have picked anywhere in the U.S.,” Jen says. “But our hearts kept pointing back here.”

So in 2020, they returned to the Carolinas — not because they had to, but because it truly felt like home. And that decision continues to shape the way Jen helps other families find their place here, too.

Those many moves gave Jen firsthand experience with the stress and excitement her clients feel. “We’ve bought and sold homes more than a dozen times,” she says. “I’ve been the mom wondering about schools, the wife hoping my husband would find work quickly, and the daughter worrying when I’d see my family again. I get it because I’ve lived it.”

Her journey across continents and cultures not only gave her a global perspective but also inspired her brand, ReLo-Pro Homes, a relocation-focused real estate platform that blends empathy, experience, and expertise for families on the move.

From Corporate Leader to Real Estate Professional

Before real estate, Jen spent more than twenty-five years in industrial sales and business development, leading sales teams and managing multi-million-dollar territories. That corporate career taught her the power of communication with effective listening and negotiation. “Sales is about people, not products,” she says. “If you listen and build trust, the results take care of themselves.”

In 2023, life took an unexpected turn. After being laid off from her corporate job, Jen decided to shift gears. “I got my license thinking I’d do real estate part-time to help pay for our son’s college expenses,” she recalls. “Then I lost my job, and God said, ‘Now’s your time.’” By April of that year, she had closed her first deal, a family relocating from Chicago, and she hasn’t looked back since.

Today, Jen is licensed in both North and South Carolina, serving the greater Charlotte metro area and Charleston. Last year, she closed \$9.9 million in transactions, and she is aiming for approximately 35% growth this year.

Faith, Family, and the Farm Life

Home, for Jen, means love, faith, family, and a little bit of farm charm. She and her husband of twenty-five years, Brandon, share a small property affectionately called Ramirez Farm, complete with dogs, chickens, and plenty of personality. “It’s our little sanctuary,” she says with a smile. “I love tending to the animals while my husband and I plan our next farm additions. The thing is, families don’t think that you can get a ‘country lifestyle’ just minutes to a big city, but you can, and it’s amazing, and I love to show that to my clients.”

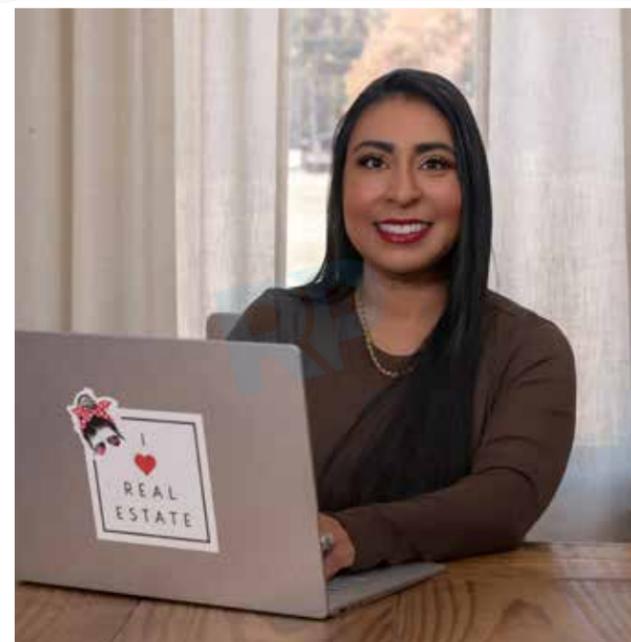
Together, they have raised three sons: Gaige, a Marine, and daughter-in-law Sumi, who are based in Missouri; Benicio, who serves in the Air Force, and daughter-in-law Litzy, based in Charleston; and Ezra, a college student at the University of South Carolina. They are also proud grandparents to three little ones, Brielle, Melody, and baby Levi, who was born this past October. “Being a grandma is my favorite title,” Jen says. “Every visit reminds me why I work so hard to create the kind of life that gives our family freedom and security.”

Her extended family still lives in San Antonio, and the Ramirez family makes it a point to visit every year. “No matter how far we go, Texas will always be home in our hearts,” she says.

Faith is the constant that keeps Jen centered. Her favorite verse, Proverbs 16:3 — “Commit your work to the Lord, and your plans will be established” — guides her both personally and professionally. “It’s a daily reminder that when I focus on service and integrity, success follows naturally,” she says.



Photo courtesy of Larry Laughter, Next Agent Up





“

I GOT MY LICENSE THINKING I'D DO REAL ESTATE PART-TIME TO HELP PAY FOR OUR SON'S COLLEGE EXPENSES. THEN I LOST MY JOB, AND GOD SAID, 'NOW'S YOUR TIME.'”

Photo courtesy of Kayla Behm, Behm Photography



Looking Ahead

Jen's long-term vision is bold and purpose-driven. Through ReLo-Pro Homes, she aims to build a full relocation team serving families across the Carolinas, while mentoring new

agents through The Legacy Lab, a coaching program that helps small business owners build brand and financial stability. She also hopes to establish a nonprofit that supports teen moms in completing their education, a cause close to her heart.

“I was a teen mom and a high school dropout,” she shares. “With my husband's support, I worked full-time and went to school at night to earn my master's degree. That experience taught me grit, grace, and perseverance, and it's why I believe no dream is too far out of reach.”

Jen's message to rising Realtors is simple: “Stay authentic, keep learning, and lead with heart. Real estate isn't about transactions. It's about transformation.”

For her, success will always come back to one thing: helping families begin again. “Every closing is more than a sale,” she says. “It's someone's next chapter, and I get to help write the first page.”

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TRACY WANNNER

CREATING A CULTURE OF EXCELLENCE

BY LAURA REESE • PHOTOS BY DON ELROD



Some people are born with an instinct to connect, create, and lead. For Tracy Wannner, those qualities have guided every chapter of her life, from running her own tanning salon in Ohio to leading a thriving real estate team in Charlotte. Goal-oriented and driven, yet warm and approachable, Tracy has built her career on the simple but powerful belief that hard work, communication, and consistency can achieve anything.

A Foundation in Hard Work

Tracy grew up in Canton, Ohio, best known as the home of the Pro Football Hall of Fame. It was there that she learned early lessons in perseverance, grit, and community — traits that have shaped her both personally and professionally. After graduating from GlenOak High School, Tracy began her first entrepreneurial venture as a barber, eventually owning her own tanning salon.

“Running my own businesses taught me everything about people and service,” she says. “It showed me that success is built on relationships, trust, and following through on what you promise.” Those same principles became the foundation of her real estate career years later.

From Barber Chair to Closing Table

Tracy’s real estate journey began in 2008, one of the most challenging markets in history. While many were leaving

the industry, Tracy was just getting started. Her introduction to real estate came through a bit of friendly competition. “One of the barbers I worked with got his real estate license but didn’t do very well that first year,” she recalls. “I’m competitive by nature, so I thought, why not give it a try?”

It turned out to be a perfect fit. Every client who sat in her chair heard about homes, opportunities, and the market. That consistency and enthusiasm quickly launched her new career. By the time others were hesitating, Tracy was doubling down, learning the business inside and out. In 2010, she formed The Wannner Group in Ohio, building it from the ground up before passing it on to her son, Ryan, who proudly runs it today. “Those early years taught me resilience,” she says. “If you stay focused, keep showing up, and do the right thing, success follows.”

Building The Wannner Group

After relocating to Charlotte in 2019, Tracy brought her Ohio experience with her, and within a year, she founded The Wannner Group under Yancey Realty. Her leadership has guided the team to extraordinary success, closing 99 transactions and over \$41 million in sales last year alone.

Her secret? Relentless communication. “What sets me apart is that I always answer my phone,” Tracy says. “That sounds simple, but it’s everything. When clients know they can reach you, they trust you.”



That commitment extends beyond clients to her team and partners. She praises her closing coordinator, Shannon Eagan, for keeping every detail seamless, and lender Brittany Morris for matching her around-the-clock dedication. “When I call Brittany, she answers, every time,” Tracy says. “That’s the kind of partnership that makes our clients feel supported from start to finish.”

Serving with Heart and Experience

Tracy’s deep sense of responsibility and care shows in every transaction, especially when working with first-time homebuyers. “They’re excited and nervous, and I love helping



them feel confident,” she explains. “We have a proven system that walks them through each step, so they never feel lost.”

She also thrives in new construction and listing strategy, leveraging her years of experience to guide sellers through the nuances of pricing, presentation, and negotiation. “I love showing clients how to position their property to attract the right buyers. Teaching and empowering them through the process is what makes this work meaningful.”

The Heart of Everything

Behind every success story is a powerful “why,” and for Tracy, that’s her family. She and her husband, who met as teenagers, will celebrate 40 years of marriage this April. Together, they raised five children, Ryan, Jeffrey, Logan, Emma, and Ella, each thriving in their own careers and passions. Their family has continued to grow with her eight grandchildren.

“Our family is everything,” Tracy says. “They’re the reason I work hard and the joy that keeps me grounded.”

When she isn’t working, Tracy loves hosting her annual Christmas cookie and candy-making party, a beloved tradition that brings her friends together for laughter and baking. She also treasures her yearly family vacations, shorter one-on-one

trips with her children, and every chance to spend time with her grandchildren, especially when baking together in the kitchen.

And, of course, there’s Millie, her “beautiful blonde” Mini Goldendoodle, who adds extra joy to the household.

Outside of real estate, Tracy enjoys shopping, traveling, and exploring new places across the U.S. She’s recently picked up pickleball and has rediscovered her love for creative writing. “Most people don’t know that I write poetry,” she shares. “Becoming a grandmother inspired me to start writing children’s books, and one day, I hope to publish them.”

Her creativity and sense of purpose extend to how she mentors others. “At this stage in my career, it’s less about my own success and more about helping my team grow,” she says. “I want them to reach their goals and build the lives they dream of. That’s where I find my fulfillment now.”

Looking Ahead

In the next five to ten years, Tracy envisions transitioning more into management and mentorship, empowering her team to handle more listings and showings while she focuses on guidance and strategy. “I see my team as family,” she says.

“Watching them succeed means more to me than anything else.”

Personally, she looks forward to slowing down just enough to enjoy the little moments, traveling, writing, and spending precious time with her grandchildren.

Her guiding quote sums it up perfectly: “Tell me I can’t — and I will.”

“When I first moved to Charlotte, someone told me I’d never make it here,” she recalls. “That comment lit a fire in me. I knew I could, and I did. I’ve always believed that when someone tells you no, it’s your cue to prove them wrong.”

Tracy Wanner’s story is one of resilience, passion, and perseverance, a reminder that with focus, faith, and hard work, anything is possible. She leads The Wanner Group not just with vision, but with heart, inspiring her team and clients alike to dream big and never give up.

Her advice for aspiring top producers is as simple as it is powerful: “Follow up. Communicate. Stay consistent. Success comes to those who never stop showing up.”



“They’re excited and nervous, and I love helping them feel confident. We have a proven system that walks them through each step, so they never feel lost.”



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January 13, 2026

PHOTOS BY DON ELROD

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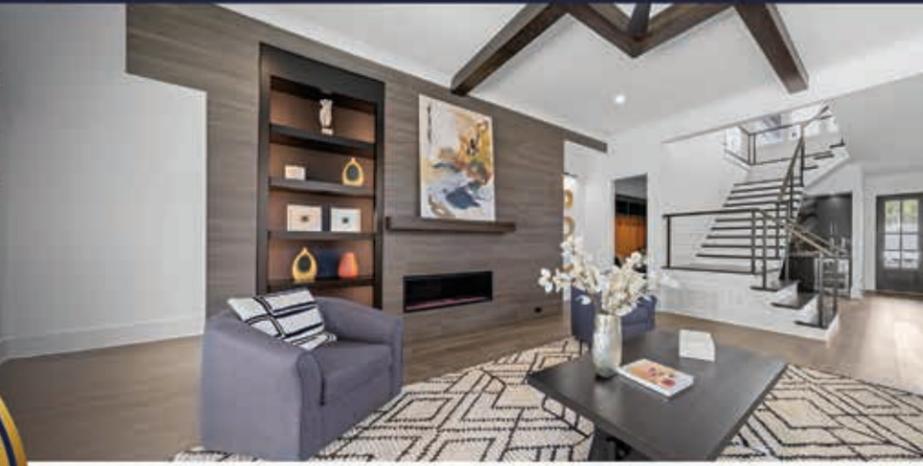
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