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Brittney Morris



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May is a time to celebrate—the dedication, resilience, and heart that each of you brings to this industry and to this community. It's a moment to pause and appreciate how far we've come, both individually and together, as we continue building something truly special.

What makes *Charlotte Real Producers* so powerful goes far beyond the pages of this publication. It's the relationships that are formed, the encouragement that is shared, and the collective commitment to lifting one another up. This community thrives because of the energy, professionalism, and generosity each of you brings every day.

We're also excited to welcome several new preferred partners to the Real

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As we move through this season, it's a great reminder that success is not just about what we achieve, but how we show up for one another along the way.

Let's carry this thought with us: **"Joy multiplies when shared with others."**

Here's to continued growth, connection, and celebration—in business and in life.



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# Brittney Morris

BY LARRA ROQUE  
PHOTOS BY DON ELROD

GRAND LINE LENDING



## THE POWER OF EXCEPTIONAL PROCESS

In an industry where precision meets pressure, Brittney Morris stands out for her energy, drive, and genuine connection with clients. As Director of Sales at Grand Line Lending, she's not only helping buyers reach the finish line — she's helping redefine what modern mortgage lending can look like.

“We’re a team of producers who work with producing agents to make their lives easier,” Brittney says with a smile. “We’re a boutique by design. Small, selective, and hands-on. Every client and every partner gets our full attention.”

Grand Line Lending may be one of the newest players in the Charlotte mortgage scene, but its impact has been immediate. Founded in mid-2025, the company quickly built a reputation for speed, service, and style, combining decades of experience with a modern, people-first approach that's as efficient as it is personal.

### A Chance Beginning and a Perfect Fit

Originally from Meadville, Pennsylvania, Brittney's journey into finance wasn't planned — it was discovered. After earning her degree in economics, she relocated to Charlotte to teach 7th-grade Math with Team for America. When the pandemic hit, she explored other paths, briefly working in insurance while searching for her next calling.

Then, in what she calls “a totally accidental twist,” Brittney applied for a mortgage by mistake while trying to apply for a job. “I got a call within 10 minutes asking

if I needed help finishing my application,” she recalls, laughing. “I told them, ‘Actually, I was trying to apply for a position!’ They thought it was funny, and they ended up hiring me.”

That unexpected moment launched her mortgage career in 2022, and she's never looked back. Today, Brittney is one of the driving forces behind Grand Line Lending's growth and culture — a leader who balances structure and energy with authenticity and care.

### Boutique Service, Big Results

Grand Line Lending isn't just another lender — it's a mortgage boutique. With offices in Charlotte, North Carolina, and Detroit, Michigan, the firm was founded by Hussein Nasser, a seasoned professional with more than a decade in the industry. Together with Brittney and a handpicked team, they've built a company rooted in expertise, accessibility, and trust. Prior to the company's official launch in June 2025, Brittney had already begun shaping her vision by establishing her own team branding, The Morris Mortgage Group, in 2024.

“Our clients and partners get direct communication,” Brittney explains. “No call centers, no endless transfers — when you work with us, you get a real person who knows your scenario and cares about your success.”

The team's eight members bring over forty years of combined experience to the table, including powerhouse closer Keena Gehringer, who's personally managed thousands of successful loans and spearheads the



company's branding and event initiatives. “Keena's a force,” Brittney says proudly. “She's helping us make waves not only in lending but in how we show up in the community.”

Grand Line Lending offers the kind of white-glove service that has quickly made it a go-to partner for top-producing agents. From pre-approvals to closings, every step is handled with efficiency and communication. Clients and agents receive automated updates throughout the process, eliminating guesswork and ensuring peace of mind.

But what truly sets them apart is their commitment to people. “No one here is focused on a paycheck,” Brittney says. “We're focused on people — on the client's goals, their comfort, and their long-term success.”

### Heart, Home, and Connection

Outside of work, Brittney brings that same warmth and enthusiasm to her personal life. Her sister recently moved to Charlotte, and the two have been exploring the city together — trying new restaurants, planning themed dinners with friends, and finding time to unwind from their busy schedules.

“We’re creating something that doesn’t really exist in this industry — a true boutique firm that’s client-focused, agent-collaborative, and fun.

**We want people to love working with us.”**



Family fun in Richmond--Brittney with her sister and stepdad



Brittney celebrating meaningful new beginnings with clients.



“I love connecting over food,” Brittney laughs. “Whether we’re doing Mediterranean one week or Italian the next, it’s just nice to carve out time with people who matter.”

She also loves to travel, and recent adventures have taken her to Puerto Rico, Nashville, and Scottsdale. “Travel recharges me,” she says. “I love new experiences — they keep life exciting and give me perspective.”

While she doesn’t currently have pets, Brittney admits a dog is definitely in her future. “I travel so much for work right now, but within the next year, I definitely want one,” she says. “Maybe a golden retriever — something that matches my energy!”



Brittney with her team at Grand Line Lending (Charlie Coleman, Brittney, Keena Gehringer, Hussein Nasser)

### Building Something Bigger

Looking ahead, Brittney’s goals are clear and measurable. By the end of 2026, she plans to help Grand Line Lending grow to fifteen loan officers and reach a milestone of \$100 million in production in our first year. Beyond growth, her vision is about impact — building a company that changes the client experience from the inside out.

“We’re creating something that doesn’t really exist in this industry — a true boutique firm that’s client-focused, agent-collaborative, and fun,” she

says. “We want people to love working with us.”

That mission extends beyond lending. Through team member Keena Gehringer’s involvement in Charlotte nonprofits like Bad Prom, which raises funds for local charities, the company is already giving back to the community that supports it.

As for Brittney herself, her motivation remains simple and sincere: to help others feel seen, supported, and confident in one of life’s biggest financial decisions.

Her advice to agents is equally straightforward. “Work with people who make your job easier,” she says. “We’re more than lenders — we’re your team behind the scenes, making sure every deal closes smoothly.”

For more information, call (814) 853-3325 or email [brittney@themmgroup.loans](mailto:brittney@themmgroup.loans). Interested in event collaborations or marketing partnerships? Reach out today — Grand Line Lending is always ready to support your next big move.



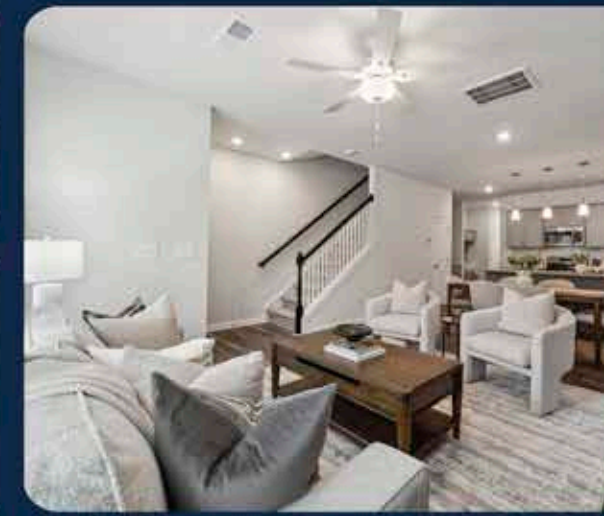
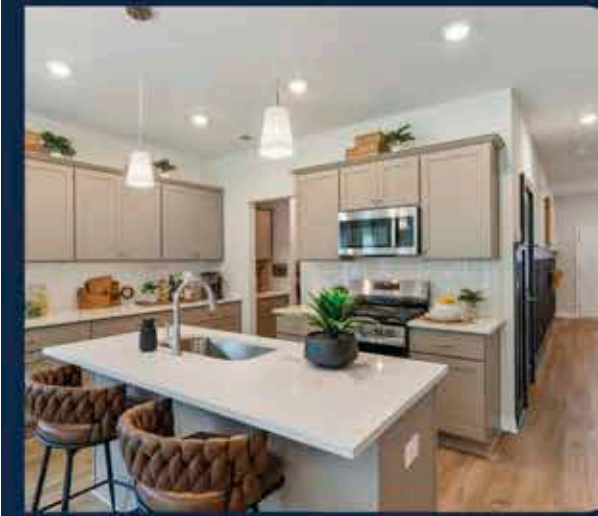
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## When Quitting Would Have Made Sense

BY AMELIA ROSEWOOD  
PHOTOS BY DON ELROD

# ADAM SELLARS



There are seasons in life when quitting would have made sense. When the pressure is real, the results are delayed, and the path forward is unclear. For Adam Sellars, that season became the foundation.

Success did not come easily or accidentally. It was built through patience, perseverance, and a willingness to keep showing up when walking away would have been understandable. For Adam, real estate is not just a career. It is a calling rooted in faith, family, and the discipline of staying the course.

A Charlotte native with calm confidence and a competitive edge, Adam leads with heart and hustle in equal measure. He does not chase attention. He builds trust. He does not measure success by momentum alone, but by what remains standing after it has been tested.

“I’m driven, but grounded,” Adam says. “Faith keeps me centered, fatherhood keeps me humble, and real estate keeps me sharp.”

Those three pillars guide everything he does, from advising clients through life-changing decisions to mentoring agents finding their footing and coaching his children on the soccer field.

### From the Soccer Field to the Sales World

Born in Shelby and raised around the Charlotte area, Adam grew up with

sports as a defining influence. Soccer taught him discipline, teamwork, and how to stay composed under pressure. Those lessons would later shape his leadership style and business philosophy.

He went on to play soccer at Greensboro College before stepping into a professional career that included roles at Verizon Wireless and later as a computer applications programmer for Atrium and Novant Health. Those positions provided stability and success, but something felt incomplete.

“I was doing well on paper,” Adam recalls. “But I kept feeling like I was building something that didn’t belong to me.”

That realization stayed with him. When Adam encountered Gary Keller’s message about legacy and building a life worth living, it struck something deeper. In 2018, he made the decision to go all in on real estate as a long-term commitment to ownership, service, and purpose.

### Making It Work When There Is No Margin

Adam entered real estate during one of the most demanding seasons of his life. There was no cushion, no guaranteed income, and no room for hesitation. Every decision carried weight.

“It was one of those seasons where quitting would have been understandable,” he says. “There was pressure everywhere. But I knew if I



stopped, I would always wonder how close I really was.”

Instead of stepping back, Adam leaned in. He chose consistency over comfort, service over shortcuts, and faith over fear. That season became the proving ground for how he would build his business.

“I learned that resilience is not loud,” Adam reflects. “It is waking up and doing the work again when the results have not shown up yet.”

Queen City Sellars was born from that mindset. More than a brand, it became a commitment to do the work when no one is watching, to serve when it is inconvenient, and to build something rooted in purpose rather than urgency.

Many people quit just before the breakthrough. Adam kept going.

### A Why That Holds

Adam is quick to challenge a common narrative in real estate that success requires overwhelming passion or a massive emotional “why.”

“I don’t believe passion is the answer,” he says. “Passion fades. What you actually need is a why that’s deep enough that you won’t walk away from it when it gets boring, uncomfortable, or hard.”



For Adam, motivation was never the fuel. Responsibility was. Responsibility to his clients. Responsibility to his children. Responsibility to build something steady, honest, and sustainable.

“If your why only exists when things feel good, it won’t survive the seasons when nothing is working,” he explains. “A deep why keeps you going even when the results are delayed.”

That belief shapes how Adam operates. He does not chase hype or shortcuts. He shows up day after day, focused on service, discipline, and trust.

“That’s where most people quit,” he says. “Not because they’re incapable, but because their why isn’t strong enough to carry them through the wait.”

**Leading With Service, Not Numbers**

As an agent with Keller Williams Ballantyne Area, Adam has built a respected presence in the Charlotte market through sharp insight, genuine relationships, and a client-first approach.

“I don’t chase numbers. I serve people,” he says. “When someone trusts me with a home decision, I treat that responsibility like it’s my own family.”

That approach has earned Adam consistent recognition, including Top 500 in 2024, 40 Under 40 in 2025, ranking number six at Keller Williams Ballantyne,



**“I want to build something that lasts. Something my kids can look back on and say, ‘Dad did it the right way.’ That’s the legacy I’m working toward in business, in faith, and in life.”**



and being named a Cultural Ambassador for Keller Williams Select in 2019.

Beyond production, Adam is deeply invested in leadership and mentorship. He coaches agents through KW Ignite and his own initiatives, focusing on balance, mindset, and longevity.

“I want agents to build careers they don’t burn out from,” he says.

**Faith, Family, and Legacy**

Faith and fatherhood anchor Adam’s life. His two children, Hudsyn and Hughston, ages five and seven, are his greatest motivation.

“My kids are the heartbeat behind everything,” he says. “Being present for the small moments. That’s real success.”

Outside of work, Adam coaches soccer with WCWAA, enjoys golfing, and travels with his family. He recently completed a bucket-list trip to Bandon Dunes and is working on a personal project, a book titled Rooted: Faith, Family, and Fatherhood in the Life of a Balanced Man.

Looking ahead, Adam plans to continue expanding Queen City Sellars, mentoring the next generation of agents, and one day purchasing a home in Western North Carolina. It is a place he envisions his family returning to for generations.

“I want to build something that lasts,” he says. “Something my kids can look back on and say, ‘Dad did it the right way.’ That’s the legacy I’m working toward in business, in faith, and in life.”

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# Liz

## Khodak

### Calm, Authentic, and Always All In

BY LARRA ROQUE

When you meet Liz Khodak, one word immediately comes to mind—calm. In an industry known for its whirlwind pace, Liz brings a rare blend of composure, confidence, and authenticity that immediately puts people at ease. It's a quality that's shaped by years of experience in entrepreneurship, fashion, and recruitment, and now fuels her fast-growing career in real estate.

#### From Fashion to Foundations

Originally from New York, Liz's path to real estate wasn't exactly straight—but it was always rooted in creativity and connection. She started out studying pre-med at George Washington University before discovering her love for design and business. That shift led

her to earn an Associate's degree in Fashion Design from FIDM and later a Bachelor's in International Trade and Marketing from FIT.

After college, she dove into the fashion world, working with high-end special occasion dresses before launching her own label, Liz Fields, which designed bridesmaids' and wedding gowns. Supported by family and private investors, Liz built the brand from the ground up, gaining invaluable experience in leadership, vision, and the art of balancing beauty with practicality.

When she became pregnant with twin girls, Liz licensed the label and focused on family life. After relocating to Charlotte for her husband's career, she pivoted again—this time into creative recruitment. Helping others find roles that fit their skills reignited her passion for problem-solving and connection. "I loved getting to know people and matching them to opportunities," she says. "That skill translated perfectly into real estate."

#### A Natural Fit in Real Estate

Though her official career in real estate began at the end of 2023, Liz's experience as an investor dates back much further. "My family was always involved in real estate," she says. "In high school, I saved enough to buy my first apartment as a college freshman. I had a roommate who paid the mortgage, so I basically lived for free in Washington, D.C."

That first property sparked a lifelong passion. The sale financed a new home near New York City, which later became a rental and then another investment.

After moving to Charlotte in 2016, she spent several years learning the city before officially becoming an agent. "I didn't want to just jump in—I wanted to truly understand the market and community," she explains. That thoughtful approach paid off. In her first full year at Helen Adams Realty, Liz closed more than \$8.5 million in personal sales volume, assisted in an additional \$5

million, and was named Rookie of the Year for the Ballantyne office.

What sets Liz apart is her unwavering steadiness and authentic approach. Her clients describe her as honest, efficient, and composed—even when challenges arise. Liz thrives on matching people with possibilities.

Her business philosophy mirrors her personality—simple, direct, and sincere. "I like to underpromise and overdeliver," she adds. "It's better to

surprise people with how well things go than to overhype and underperform."

#### Family, Adventure, and Everyday Joy

At the heart of Liz's life are her husband, Gary, and their twin daughters, Emma and Sofia, who are 10 years old. "They're the funniest and coolest kids I know," she says proudly. Family life for the Khodaks is full of laughter, movement, and togetherness. "Recently, we've started playing tennis together, which has been so much fun," Liz shares.



“We love game nights, cards, and traveling whenever we can. We have a wonderful circle of friends, and those memories mean everything.”

The family’s beloved NewfieDoodle, Kaya, rounds out the crew. “She’s a COVID puppy and the goofiest, most patient dog you’ll ever meet,” Liz laughs. “She’s like our furry therapist.”

When she’s not helping clients or spending time with family, Liz enjoys swimming, scuba diving, and exploring new experiences that keep life interesting. “I get bored easily, so I’m always learning something new,” she says. “If I weren’t in real estate, I could see myself owning a dive shop somewhere tropical or maybe teaching.”

Her curiosity has taken her to some incredible places—including six months working on a film set in Kazakhstan, in the costume design department for *Nomad: The Warrior*. “It wasn’t a blockbuster, but it was an unforgettable experience,” she recalls. “I worked alongside legendary designers like Marit Allen and Michael O’Connor, and it shaped how I see creativity and teamwork.”

**Leading with Calm and Clarity**

Beyond her business, Liz stays actively involved in her community. She serves as President of the Board of Trustees for the Charlotte Jewish Day School, sits on several HOA boards, and participates in committees for the JCC. “I like to stay connected,” she says. “I enjoy volunteering, especially when it involves my kids or local causes.”

Looking ahead, Liz is focused on steady growth and balance. “I’m just getting started,” she says. “There’s so much room to grow, and I want to keep building a business that’s grounded in transparency, simplicity, and calm.”

Her advice for aspiring agents is refreshingly straightforward: “Just do the work,” she says. “This isn’t a job—it’s a business. Show up, be authentic, and help people. If you’re new, go learn from the top producers in your firm. What



“  
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getting started.  
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and I want to  
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At her core, Liz believes in collective success. “I’m a big believer in collaboration over competition,” she says. “There’s enough opportunity for everyone if you focus on serving people well.”



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## Success On Her Own Terms

# Wendy Eaves

BY AMELIA ROSEWOOD  
PHOTOS BY DON ELROD

There are moments in life when everything becomes clear.

For Wendy Eaves, that moment happened on the floor of her office. Her young daughter was burning up with strep throat, lying beside her desk because production deadlines did not allow for sick days. Wendy looked down at her child and thought, This is not the life I want.

She walked away from a successful career in software engineering that day. And she never looked back.

### From Engineering to Entrepreneurship

Originally from Michigan, Wendy earned a business degree with a concentration in accounting before relocating to North Carolina and stepping into the world of software engineering with EDS Electronic Data Systems. She managed large teams. She worked within tight timelines. Every project carried enormous financial stakes.

“It was all about production,” she recalls. “When new software hit the system, everyone had to be in place and ready to go.”

The work sharpened her skills. It taught her how to manage people, coordinate moving parts, and think in structured timelines. Looking back, she sees how those early lessons prepared her for real estate closings, where every detail must align, and every person must show up ready.



But success alone was not enough.

“I hated it,” she says honestly. “It was such a different feeling waking up every day knowing I had to go somewhere I didn’t love.”

So in 2004, with two small children at home, Wendy made a bold decision. She chose freedom. She chose family. She chose real estate.

### Building a Career with Intention

What began as a leap of faith quickly became a calling.

Wendy had always loved houses. She and her husband frequently renovated homes, lived in them, then moved on to

the next project. Real estate felt natural. Familiar. Energizing.

More than two decades later, she has closed over \$400 million in career sales. In 2024 alone, she closed \$33 million across 77 transactions. She expects similar numbers this year, though she is quick to clarify something that might surprise people.

“I don’t really want to be busier,” she says. “I want to keep the pace where I can still do this well.”

That mindset defines her business.

Wendy leads her own team at Howard Hanna Allen Tate Gastonia. Lisa Huskins has been her right hand for more than a decade, ensuring clients are cared for even when Wendy steps away. Meredith, her assistant, handles the operational pieces that keep everything running smoothly. It is a tight, trusted circle.

At one point, Wendy expanded to six team members. She remembers the constant training, the endless management. It was not the life she wanted. Today, she is intentional about staying lean and relational.

“I don’t want people working under me,” she says. “I want meaningful relationships with my clients.”



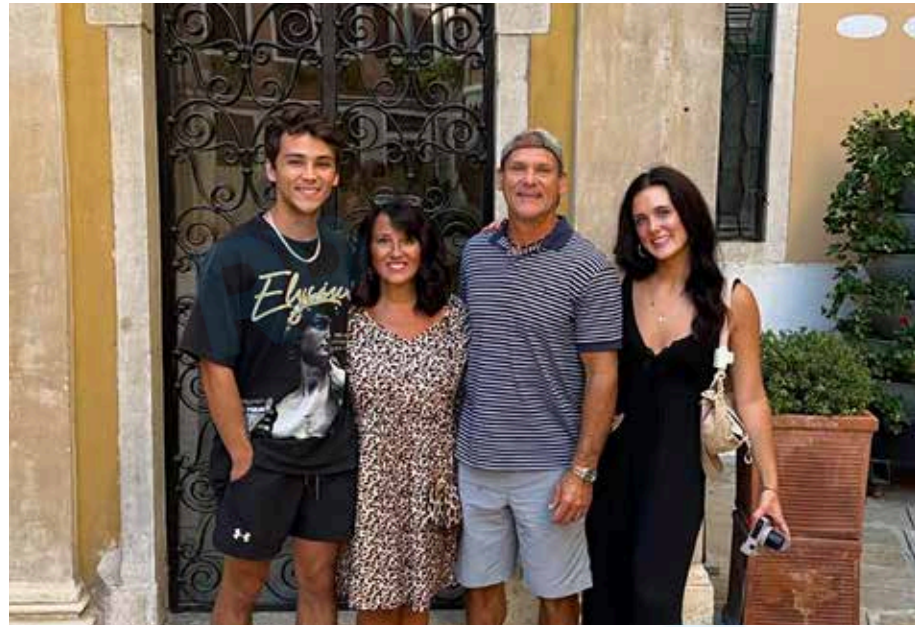
That clarity has earned her consistent recognition, including the prestigious Barbara Tate Legend of Service award and more than a decade in the company's Legend Group for producing over \$20 million annually.

### Getting It Right

Ask Wendy what fulfills her most, and she does not talk about volume. She talks about belonging.

When clients call months later to say, "We are so happy here," that is what stays with her. She prides herself on seeing beyond the showing appointment. Sometimes that means gently redirecting buyers.

"When someone says, 'This is the house I want,' and I know it's not right for them, I'll tell them why," she explains. "You have to picture their drive, their future, their resale. You have to think three to five years ahead."



She has walked away from transactions because something did not sit right. She refuses to sell a home she would not confidently resell later.

"Picture yourself in the future," she says. "If they need to get out, can you help them do it with a gain? If you cannot look yourself in the mirror and say yes, then it's not the right house."

Her availability is another differentiator. Wendy answers her phone. Consistently. Promptly.

"I really try to answer my phone," she says. "People need you. Especially when you're building your business. Every single call matters."

It is simple advice, but it reflects a deeper philosophy. Show up. Be present. Do the work.

### A Home Full of Heart

While Wendy was building her real estate career, she and her husband were also building something else. A home that became a refuge.

Shortly after she began in real estate, the couple felt called to foster. What started with one heartbreaking encounter at a daycare turned into ten years of welcoming children into their home. In total, they fostered 14 children alongside raising their own son and daughter.

Most people do not know that part of her story.



“ People need you. Especially when you're building your business. Every single call matters.”

It was a season filled with noise, movement, and responsibility. School drop-offs. Sports practices. Court dates. Closings. Life did not slow down. It expanded.

Today, her children are grown. Her daughter, Kaylee, a nurse, is buying her first home. Her son, Nathaniel, is a pilot, and recently the family purchased an airplane so they can fly together. It is a full-circle moment Wendy never could have predicted.

"We try to vacation together as much as possible," she says. "That's what grounds me."

She finds peace walking local trails several times a week, even in colder weather. A good book by the fire feels like luxury. Church involvement at Cramerton Church remains central to her family's life.

Faith guides her. Quietly. Consistently.

### Looking Ahead

After more than twenty years in real estate, Wendy does not dream of scaling into a mega team or doubling her production. Her goal is steadier than that.

"I would love to keep up this pace," she says. "Burnout is real. I want to keep doing this well."

She believes too many new agents underestimate the commitment required. In her early years, she went to the office every single day after dropping her kids at school. She sat in the workroom. She was available when walk-in clients appeared.

"You have to get in deep immediately," she advises. "Live in the environment. Breathe it every day."

For Wendy, real estate is not a side hustle. It is not a numbers game. It is a long-term commitment to doing right by people.

And for a woman who once chose ramen noodles over missing her children's childhood, that commitment makes perfect sense. ▾



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SPECIAL EVENTS

# CHARLOTTE Real Producers' Mimosas at the Manor

April 23, 2026

PHOTOS BY DON ELROD

An Afternoon of Elevated Community: Mimosas at the Manor

On Thursday, April 23, 2026, *Charlotte Real Producers* hosted Mimosas at the Manor at 16713 Grande Vineyards Drive in Charlotte.

Under sunny, picture-perfect skies, guests were welcomed into a model home that truly set the standard for luxury and craftsmanship—every detail thoughtfully designed, every space a statement. The atmosphere was vibrant from the moment guests arrived, with a room filled not only with Charlotte's top-producing agents but also an exciting wave of rising talent shaping the future of our market.

The experience itself was nothing short of extraordinary. From the beautifully curated culinary offerings—including a show-stopping dip presentation displayed like a piece of art on an easel—to the flowing mimosas at the bar, every element felt intentional and elevated. Guests enjoyed an indulgent ice cream station, a charming flower bar, and a cookie photo booth that quickly became a standout highlight.

Adding to the ambiance, the live music—featuring cello and violin performances of modern, on-trend songs—set the perfect mood for meaningful conversations, connection, and celebration.

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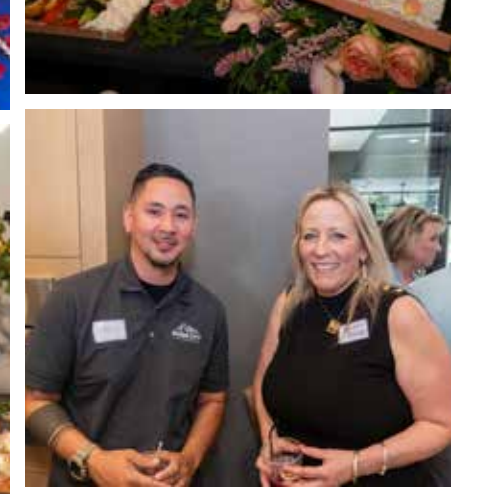
And of course, appreciation to **Don Elrod** for photography, and to **Four Horsemen Media** and **6DVisuals** for videography—beautifully capturing

the elegance, energy, and spirit of an afternoon we won't soon forget.

Mimosas at the Manor was more than an event—it was a celebration of excellence and the power of community.

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Disclaimer: Information based on Canopy MLS closed data as of April 7, 2026, for residential sales from January 1, 2026, to March 31, 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.

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# TOP 200 STANDINGS

Individuals Closed Data as reported to MLS from Jan. 1 to March. 31, 2026

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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Disclaimer: Information based on Canopy MLS closed data as of April 7, 2026, for residential sales from January 1, 2026, to March 31, 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.



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