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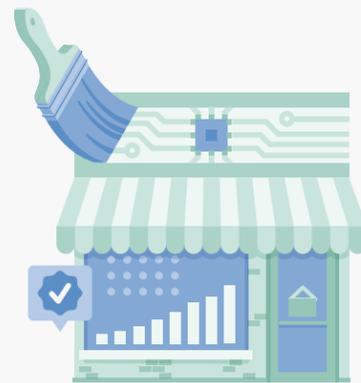
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▶ publisher's note

THE GLAMOROUS LIFE OF A REALTOR

ANONYMOUSLY BY CHATGPT

Being a realtor is a glamorous job, right? Driving around in fancy cars, selling million-dollar homes to famous people, and attending high-end events? Well, let me tell you, the reality is quite different.

First of all, let's talk about the car. Sure, some realtors might drive around in a luxury vehicle, but most of us are stuck with a beat-up old sedan with a "For Sale" sign magnetically attached to the side. And let's not forget about the endless hours spent driving from one showing to another, only to discover that the clients never show up. The real glamour of being a realtor is enjoying cold coffee, fast food, and stale snacks in the car, while navigating through traffic and getting lost in neighborhoods we have never seen before.

Then there's the matter of selling homes to famous people. Yes, it happens occasionally, but the majority of our clients are regular folks with a limited budget, who have a laundry list of needs and a preference for homes that are too far from their workplace. We're often asked to find the impossible, like a three-bedroom apartment in the middle of the city for under \$1000 a month. Or a house with a pool, a large yard, and a fantastic view, for a family of six with a cat and a dog, all within their budget.

Let's talk about the events we attend. Sure, there are some fancy parties, but most of them are networking events with other realtors, or worse, training seminars on how to improve our sales pitch. We dress up in our best suits and tie or dress, then spend hours standing around with a drink in hand, listening to the same old speeches and feeling like we're wasting our time.

And finally, let's not forget the joys of dealing with clients. As much as we love helping people find their dream home, there are times when we deal with clients who are indecisive, picky, or downright difficult. We spend countless hours showing them properties, answering their questions, and addressing their concerns, only to have them change their mind at the last minute.

In conclusion, being a realtor is not as glamorous as it may seem. We may not drive fancy cars, sell homes to famous people, attend high-end events, or deal with perfect clients. But we do it because we love what we do and take pride in helping our clients find the perfect home, even if it takes a little extra effort and a lot of patience.

Have you heard of and used ChatGPT/AI. It is quite amazing and I am actually putting together a class on it. The only prompt I gave in having it write this article was "write a humorous 350-word article about what a realtors life is like". What you just read was written entirely by AI.



Tim Metcalf - Managing Publisher & Fellow Realtor
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top producer

By Jean Leffler - Staff Writer

KOREY HENDRIX

McGraw Realtors

If Korey Hendrix's passion can be summed up in a word it would be, education. He is a great believer that 'Knowledge is power' and is quite useful in the Real Estate industry. He is adamant that education is for: clients, agents, and for himself. His passion was the impetus for breaking away from the corporate world, working for a software company, to real estate about four years ago. In the years since entering the real estate industry, Korey has earned the Diamond Level Award and has a career volume of over \$23 Million in sales.

Korey Hendrix sees the real estate industry as ever-changing. He attained his Brokers License to enable him to share what he has learned from experience with other, newer agents in need. He knows it is often difficult for those new to the industry to find support and education.

Korey's servant's heart extends to his clients too as he guides them through and to the preapproval process. Those who come with little homebuying experience often lack self-confidence in their own ability. He is good at matching clients with a home where memories will be made. Handing off the keys to the clients' new home at the closing table brings fulfillment to the client and to Korey himself.

Today's extremely volatile market and low inventory are an ever-present challenge. Korey's penchant for education is helpful and drives him to stay informed and up-to-date with market changes. He watches not just the local movement but also the national trends. He says, "Monitoring changes in listings and all new inventory allows me to act as quickly as possible for my clients."



There is a fine balance between personal life and work life. Korey sets his schedule in blocks of time and strives to follow that as much as possible. He admits that client schedules do not always match his own. There are times when showing property, writing/reviewing offers, and negotiating needs to happen on clients' schedules; that can mean 'after hours' for him. With a grin he says, "I offset this by vacationing as much as possible." Cruising the 'high seas' is a favorite vacation. Being a 'foodie,' he can sample new foods as well as explore new places on vacation. At home he, and his partner, Ryan enjoy time with their three fur babies, Sugar, Bentley, and Speckles. Education, always in the mix, introduced Korey to a new hobby when he recently discovered he has a green thumb. They always enjoy nature by exploring all Arkansas has to offer.

Real estate has afforded him the opportunity to work with people from different backgrounds. He sees it as a privilege to share stories and interests, get to know and build relationships and build trust. He has the instinct to network with business partners and friends and to leverage this network when needed. It is obvious that Korey genuinely cares about his clients and coworkers. He is proud of his work in real estate and says, "I get to work in a wonderful industry where I get to meet new people every day, build a network of other business professionals, and create lifelong relationships. I'd say this is the dream!"

Success can be elusive for many, but not Korey Hendrix. He sees leadership as an important step in and to success. Coming back to education, the opportunity to mentor other agents is important and he has seen how it boosts his team members' productivity, confidence, and motivation to improve. He says, "Success always feels better when I see what it does for other people." As a broker and leader for the Dream Home Team at McGraw Realtors, Korey knows the level of service is what attracts clients. Korey strives to make sure that service is given to everyone across the board.

Korey is fervent about being involved in giving back to the community as much as possible. He has a goal to be involved and give back to something in the community that is bigger than himself. He has a history of volunteerism – some serious, like his work on the auxiliary for AEDD (Arkansas Enterprises for Developmentally Disabled), and some lighthearted as evidenced by his selection for one of 20 honorees for the Best Dressed Little Rock



Korey and his partner Ryan Little

“SUCCESS ALWAYS FEELS

BETTER WHEN I SEE

WHAT IT DOES FOR

OTHER PEOPLE.”



Campaign with the American Cancer Society. He says, "I think in our industry, it's so easy to get caught up in the busyness that we sometimes forget to stop and cherish life and give back."

Friends and family describe Korey Hendrix as ambitious and motivated. He pushes everyone to be the best that they can be, wanting everyone to succeed. He is professional and truly heartfelt about taking care of his clients every step of the way. Korey agrees with their description and adds, "I combine passion with integrity and complete whatever tasks stand in my way." Korey can not be easily forgotten and hopes to be remembered for his leadership and professionalism. He works very hard, always going above and beyond for his clients. He would like to be considered an industry standard who is always ready with a helping hand to those in need.

Korey Hendrix can be reached at his cell phone, 501-339-4288. His E-mail address is KHendrix@McGrawRealtors.com. This is someone you need to know if you are in the market for new property, or are ready to sell the one you have.



Do you know a Rising Star that you would like to nominate to be featured here? Yes, you can even nominate yourself. Contact me at tim.metcalfe@n2co.com



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▶▶ top producer

By Jean Leffler - Staff Writer



Amber HENSON

Revitalizing Downtown Hot Springs One Sale At A Time

URBAN LIVING AND DEVELOPMENT, INC.

Amber Henson is a driven and passionate Real Estate Broker who has dedicated herself to revitalizing Downtown Hot Springs. She entered the world of real estate in 2014, and since then, has earned numerous awards for excellence, including the 2022 Award for Excellence at the Double Diamond Level for selling and/or leasing over \$20 million in Commercial Real Estate. Her focus now is the 700, 800, and 900 blocks of Central Avenue, where she aims to bring more boutique style shops, more upscale dining options, and entertainment to the historic area. Amber has been a driving force in bringing 27 new businesses to Downtown Hot Springs, and she is proud to be part of the progress and assist new businesses that complement the overall vision for Downtown. The age and condition of many properties can deter businesses from investing in the vision. By bringing city administrators, contractors, architects, bankers, and tax credit and opportunity zone professionals together, Amber uses her expert negotiation skills to bring agreement and a common goal to multiple owners. Two excellent examples of this are the Medical Arts Building and the Historic Goddard Property. Floors 2-16 of the Medical Arts Building were vacant for over 25 years. Developers are now bringing it to life with plans for a Boutique Hotel. The Historic Goddard Property has been an empty lot on Central Avenue since 2007. Amber recently sold the property to a group that also plans to build a hotel.



“*I am a firm believer in running your day and not letting your day run you.*”

Amber is a firm believer in running her day and not letting her day run her. She maintains work/life balance by setting boundaries and scheduling daily tasks. She enjoys the flexibility and control that comes with being a Real Estate Broker, which allows her to set her own schedule, work from anywhere, and control her own income potential, including the opportunity for personal investment.

Amber is not one to sit still; she is always looking to the future and works to make it better. She continually updates her website, UrbanLivingandDevelopment.com, with an increased focus on social media, and an enhanced interaction with media outlets. Urban Living and Development, Inc. has a new office location, 229 West Grand Avenue, which features new technology, a conference area to host client meetings, and a larger space to host client events. Historic pictures of properties that her team has sold Downtown are displayed throughout the space. The welcoming atmosphere allows her to develop relationships with and between clients. She and her team set goals and raise the bar each year.

As with every career, there are challenges, and Real Estate is not exempt. Amber works at handling her work/life balance by setting boundaries. Mornings for her are very regimented. She rises early and sets the first two hours away from her computer and phone – that is her self-care time. As the day unfolds, she schedules each daily task of phone calls, property showings, meetings, and personal time. Although 10:00 to 5:00 are her listed working hours, she admits that a lot gets done outside of those hours. She says, “I am a firm believer in running your day and not letting your day run you.”

When asked what she enjoys most about being a Broker, she says, “Helping other business owners has been very rewarding. I love to drive through Downtown and see all the progress and development which has occurred over the past eight years. Knowing that I have been a part of the growth makes all the effort worthwhile.” By her own definition, Amber has attained success by having a large part in making an impact on her community.

Life for Amber is never all work. Amber and her partner, Bob, are avid supporters of the Hot Springs area. Together they enjoy cooking at home, traveling, playing with their one-year-old Labradoodle, Tucker, going to the horse races, and spending time on the lake. Friends and family are important to the couple. Most recently, the couple is trying to brush up on their golf games.



Health and awareness of breast and stomach cancer is a continuing interest. Amber is a dual cancer survivor, having had both stomach and breast cancers. She set up a non-profit organization called My Tata Testimony and supports My Stomach for Cancer charity. Having discovered she has a gene (CDH1) that affects one in 9 million families that makes her predisposed to gastric cancer, she makes it her goal to raise awareness of this type of cancer.

One need not wonder how Amber’s friends and family describe her. Amber Henson is driven, competitive, organized, giving, determined, dependable, and caring! She helps others, is a good Aunt, and is a committed Real Estate Broker.

Amber Henson is available by e-mail at amberd-henson@hotmail.com or cell 501-352-7670. Amber

has high words of praise for her office manager, and colleague, Karen Nutt. Karen can be reached at karenenutt@yahoo.com or cell 501-463-2723. Through dedication, perseverance, and strong client relationships Urban Living and Development is a business of which to be proud.

PROFESSIONAL PHOTOS COURTESY OF MOCKINGBIRD 25 PHOTOGRAPHY / AMBER NOLEN

Do you know a Realtor that serves by giving back to the community? Nominate them by email to tim.metcalfe@n2co.com

| AMBER NOLEN |
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What is one real estate related task you would gladly pay someone to do, as long as the price was reasonable?



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AMBER WHITE - WHITE STONE REAL ESTATE

Paperwork, paperwork, and more paperwork.



MEGAN BILLINGSLEY - MCGRAW REALTORS

Actually, my favorite part is paperwork but it works out because it is my husband and fellow Realtor Eric's least favorite part.



LACEANN ERWIN - IREALTY

Yes paperwork



SHARI BALES - COLDWELL BANKER RPM

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ALICIA AVERITT HALEY - PORCHLIGHT REALTY

Keeping my files and deadlines in order!



TIM METCALF - MCGRAW REALTORS

I love listing and showing homes - anything that involves helping clients find or sell homes. Anything else real estate related, I would gladly pay to get done.

given your status and expertise, WHAT IS SOME ADVICE YOU WOULD GIVE UP AND COMING REAL PRODUCERS?

RACHEL MUNDY - TRADEMARK REAL ESTATE



My best advice for an up-and-coming agent is to know your part, stay in your lane, treat EVERYONE with kindness and respect (Golden Rule), and get involved with your Board and in your industry! I will never forget the late and great Tina Daniel! She said: "Be the source to the source, but not the source".

Do your part in each transaction. I think often agents get involved in aspects of the transaction that do not meet their level of expertise. That creates conflict and trouble. "Do unto others as you would have them do unto you", Matthew 7:12. That is a Biblical philosophy. It is a moral philosophy. It is common sense. Do not stray from that. What goes around comes around. You want people to be glad to see you coming, not going. That is how you represent Buyers and Sellers best as a Realtor. Most importantly, it is a great way to live your life!

The best advice my Broker, Lorna Nobles gave me when I first started was to "get involved"! Get to know other Realtors. Motivational Speaker Jim Rohn says "You are the average of the 5 people you spend the most time with". The people you spend the most time with shape who you are. Your local Board and ARA have tools for you by events, activities, and educational opportunities to help you to grow. Be with other Realtors!!!! Educate yourself, and stay organized! Julia Mathews, (who is my friend and Executive Broker), and I enjoy having an annual selection of the latest and greatest planners! I love to be technologically savvy...but I am "Old School" when it comes to physically writing things down. I take notes, and have my goals written and with me at all times in my planner!

AMBER HENSON - URBAN LIVING AND DEVELOPMENT, INC.



1. Put in the hours, the work, the grind.
2. Find a niche and focus on that area.
3. Be available.
4. Communicate well and follow through with what you say.

5. Surround yourself with good people who have different strengths and talents – and be receptive to their ideas!
6. Never lose a deal over commission and never put the commission above the client or relationship.
7. Focus on the listings that fit your niche – adding, "I don't want any and every deal, I want the right deal that fits my abilities and my client's portfolio."

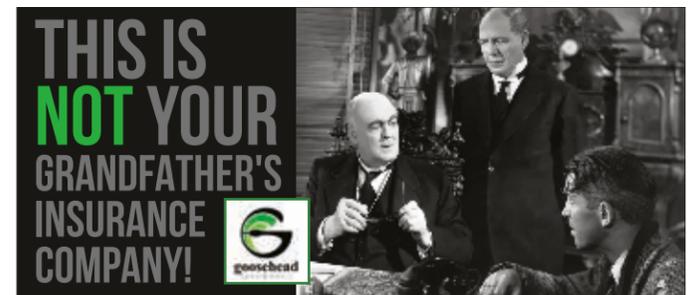
KOREY HENDRIX - MCGRAW REALTORS



- Stay true to yourself and always remember where you came from.
- Track and measure everything. Write it down.
- Study and analyze your market.
- Build a database from the beginning and add everyone.
- This is the most important thing - Your sphere of influence is your business.
- Don't be afraid to ask for the business.



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TRADE MARK
REAL ESTATE

Thank you to Rachel Mundy for taking the time to pen her complete article. Great writing skills Rachel!

I am honored to say 2023 is my 16th year in real estate. My 2022 volume was \$7,628,477 and my total Career Volume is \$53,822,818. I have received Awards of Excellence in various categories, I was 2018 Realtor Of The Year with the Hot Springs Board of Realtors, and I have GRLA, GRI certifications.

I was in the process of going back to school to become a Labor and Delivery Room Nurse and working with Nancy Horner at Waterfront Properties as her assistant. Nancy saw something in me that I did not see in myself. My mother and my husband and extended family were in full agreement! My late Father and his brother, and several cousins were and still are Realtors. The blessing of family and friends is something that drives me to this day to do my best!

I am passionate about educating myself to provide the highest level of service that I can to my clients. I am on the Board of Directors with ARA, and HSBOR, as the Vice-President. I recently completed the Brokers Course. I enjoy encouraging other Realtors to get engaged and involved to be their best. Our industry shines when we all succeed! When we are knowledgeable, the public gets OUR best. That is who we serve and they should always come first.

The most rewarding part of my business is seeing dreams come true for people from all walks of life! I have been honored to be able to see people who never thought they would be homeowners. I love to educate people on the process of selling and buying. Sometimes it is not an exciting process, but an ending instead of a beginning for people. Death and divorce are reasons



Take time to stop and smell the roses.

▶ top producer

By Rachel Mundy - In Her Words

for selling and buying too. I do not take it lightly that trust, compassion, and empathy are needed skills in caring for people in all circumstances.

My first listing was for a son who was very close to his mother. He lost her suddenly. There are many things that we may not have control over: interest rates and inventory are good examples. We DO have control over putting people first and showing them genuine care and concern in each part of the transaction. Each and every person deserves that, the easy ones and the challenging ones alike!

I have always included my family in the Board of Realtors events which I think has helped to create compassionate kids and strengthened all of

us. I think that has created a perfect blend between career and family. My husband and kids have helped with food deliveries for Cans for Kids and Special Olympics Fishing Derbies. They have been along for the ride for many showings too! We all support each other.

Real estate has helped me to achieve many of my dreams and goals. Growing up, I wanted to be like my mom. She was active in our church and serving in our community. I feel grateful that I was able to attend our kids' games and activities. It is second nature for me to want to be involved in our community. Certainly having "things" is nice when you are successful. More important than any "thing" is being there for your people, from your own family and friends to clients: is a gift!



I am a people person. When I say “people”, I do not mean just the clients. Some of my dearest friends are other Realtors. I LOVE that in Real Estate, you work with your competitors - we compete, yet are friends! There is nothing like a good session of “one-time” stories shared with other Realtors! That is how we learn and grow! We have amazing affiliates (they should be called “partners” because they are there with us throughout the process). I have gained friendships on every level that make “work” life fun!

Realtors make a difference in the community where they serve. Attend any function and you will see a Realtor there behind the scenes, or front and center. It is not about me and my brand, as much as it is about growing the Realtor brand and spirit. I want to see us shine together!

My definition of success is being the best version of yourself. That is an evolving and growing list of goals as we walk through life. I strive to be a good human: a good citizen of my community, state, country, and world. Treating people with kindness, dignity, and respect. I like to put myself in other people’s shoes. I am blessed to be successful in my career. I credit that success to never forgetting where I came from, and who I represent.

My husband Greg Mundy is a teacher and coached football for 26 years. Last year he made the choice to focus full-time on Construction Technology and started this

program at Lake Hamilton. This Fall will be his 28th year as an educator. He inspires me and encourages me daily. I could not have a better partner in life. We have two sons, and two daughters, ages 29 to 20! We have a 3-year-old granddaughter that lights up all of our lives, a 14-year-old Yorkie, and a 3-year-old Chocolate Lab. We enjoy lake life in every way! Fishing, camping, kayaking...playing board games, and cooking!

I LOVE to sing and to cook! Sometimes I do both at the same time! I love my plants; they all have names. I am an active member at New Life Church in Hot Springs. I serve on the Worship Team, and we also lead a Life Group.

I think this year I am on just about every committee at HSBOR! I chair the Fishing Derby and Luncheon/Programs Committee. Also, I am a Director-at-Large on the Board of Directors at the Arkansas Realtors Association. I am on the Safety Committee, Convention Committee, and PR Committee.

I started The Adam Brown Shamrock Run in honor of my friend, US Navy Chief Special Warfare Operator (SEAL) Adam Brown, who lost his life serving our country in Afghanistan on March 17, 2010. Our 14th annual 5K will be held at Lake Hamilton School on March 9, 2024. All proceeds go to local organizations that the Brown family chooses, in order to keep Adam’s spirit alive. I strongly encourage anyone I meet to read the New York Times bestseller: “Fearless” by Eric Blehm about Adam. What started out as a way to honor a childhood friend, has grown into an event that my family, friends,

“ I AM BLESSED TO BE SUCCESSFUL IN MY CAREER. I CREDIT THAT SUCCESS TO NEVER FORGETTING WHERE I CAME FROM, AND WHO I REPRESENT. ”





and especially The Brown Family look forward to each year. It was a turning point in my life to treat each day as a gift, and not to take anything for granted when Adam died. I was raised by a Navy Dad and have incredible respect for those who serve.

My 21-year-old son Alec says that I am “constantly trying to improve the lives of everyone around you”. My Mother and husband say that I am: “authentic, fiercely loyal, and genuine”. I want to be remembered for loving people right where they are. In a mess, or on top of the world. I have been through both. I have learned a great deal from both. I would want to be remembered as a “no judgement zone”. God has been so good to me, in the Sunshine and in the Storms.

You may reach Rachel at rachelhrealtor@gmail.com or 501-538-3546

Professional photos by Katy Wreyford with Katy Wrey Photography.

Would you like to be featured as a Top Producer? Are you in the Top 200 standings? Email tim.metcalf@n2co.com



I AM A PEOPLE PERSON. WHEN I SAY "PEOPLE", I DO NOT MEAN JUST THE CLIENTS. SOME OF MY DEAREST FRIENDS ARE OTHER REALTORS.

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TOP 200 STANDINGS

As reported in CARMLS — Residential Home Sales Only — through May 4, 2023

As reported in CARMLS — Single Family Residential Sales Only

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
1	Casey	Jones	Janet Jones Company	21.5	\$20,340,400	\$946,065	1.37%
2	Valentine	Hansen	RE/MAX Properties	54.5	\$13,949,642	\$255,956	0.91%
3	Conley	Golden	Janet Jones Company	13	\$10,969,200	\$843,784	0.83%
4	Randy	Sumbles	The Sumbles Team Keller Williams Realty	27	\$10,821,211	\$400,785	0.64%
5	David	Hall	The Goff Group Real Estate Company	13	\$10,817,825	\$832,140	0.62%
6	Chase	Rackley	Rackley Realty	20	\$10,012,000	\$500,600	0.53%
7	Kerry	Ellison	Keller Williams Realty LR Branch	34.5	\$9,922,815	\$287,617	0.47%
8	Brandy	Harp	Jon Underhill Real Estate	12.5	\$8,616,500	\$689,320	0.47%
9	Amber	White	White Stone Real Estate	18	\$7,979,000	\$443,277	0.43%
10	Tami	Davis	PorchLight Realty	29	\$7,873,169	\$271,488	0.39%
11	Toni	Knowles	Crye Leike REALTORS Bryant	17	\$7,786,650	\$458,038	0.38%
12	Kent	Dover	CBRPM Hot Springs	10.5	\$7,617,150	\$725,442	0.35%
13	Jane	Hollansworth	RE/MAX of Hot Springs Village	15	\$7,589,964	\$505,997	0.35%
14	Debbie	Teague	Janet Jones Company	11	\$7,451,500	\$677,409	0.33%
15	Casey	Moser	PorchLight Realty	27	\$6,376,922	\$236,182	0.32%
16	Leah	Brown	ERA TEAM Real Estate	20	\$6,234,680	\$311,734	0.32%
17	Shelly	Mcdonald	Hot Springs 1st Choice Realty	9.5	\$6,200,700	\$652,705	0.32%
18	Buffie	Howard	Truman Ball Real Estate	19.5	\$6,153,915	\$315,585	0.30%
19	Michele	Phillips	Michele Phillips & Co. REALTORS	17	\$6,083,384	\$357,846	0.29%
20	Amanda	Elrod	CBRPM Saline County	14	\$6,040,677	\$431,476	0.29%
21	Alicia	Averitt Haley	PorchLight Realty NLR	67	\$6,027,334	\$89,960	0.28%
22	Nedra	Plumlee	Crye Leike REALTORS	10	\$5,910,500	\$591,050	0.28%
23	Jon	Underhill	Jon Underhill Real Estate	8.5	\$5,868,500	\$690,411	0.28%
24	George	Dooley	Trademark Real Estate, Inc.	6	\$5,727,000	\$954,500	0.27%
25	Jody	Huffmaster	RE/MAX Real Estate Connection	21	\$5,694,810	\$271,181	0.27%
26	Courtney	Rice	CBRPM Midtown	6	\$5,541,000	\$923,500	0.26%
27	Misti	Holland	Crye Leike REALTORS Benton Branch	14	\$5,473,306	\$390,950	0.25%
28	Amber	Wood	Mid South Realty	31	\$5,470,400	\$176,464	0.25%
29	Susie	Burns	RE/MAX of Hot Springs Village	14	\$5,447,998	\$389,142	0.25%
30	Lain	Rodgers	Trademark Real Estate, Inc.	6.5	\$5,401,150	\$830,946	0.25%
31	Dione	Jessup	Century 21 Parker & Scroggins Realty	13	\$5,315,775	\$408,905	0.25%
32	Susan	Reynolds	Janet Jones Company	4	\$5,158,000	\$1,289,500	0.24%
33	Courtney	Stott	Century 21 Parker & Scroggins Realty Bryant	9	\$5,080,300	\$564,477	0.24%
34	Linda	O'Brien	RE/MAX Real Estate Connection	16	\$4,984,500	\$311,531	0.24%

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
35	Jill	Childers	Charlotte John Company (Little Rock)	9	\$4,975,000	\$552,777	0.24%
36	Margaret	Bell	The Property Group	11	\$4,939,000	\$449,000	0.23%
37	Rick	Marshall	Trademark HSV Real Estate	13	\$4,879,000	\$375,307	0.23%
38	Amanda	White	RE/MAX Elite Saline County	10	\$4,836,000	\$483,600	0.23%
39	Patricia	Bollier	RE/MAX of Hot Springs Village	13	\$4,783,400	\$367,953	0.22%
40	Shelli	Stine	Epic Real Estate	8	\$4,733,000	\$591,625	0.22%
41	Diana	Dominguez	Aspire Realty Group	17	\$4,697,800	\$276,341	0.22%
42	Holly	Driver	Signature Properties	15	\$4,634,840	\$308,989	0.22%
43	Layne	Penfield	Baxley Penfield Moudy Realtors	13	\$4,551,900	\$350,146	0.21%
44	Undre	Brunson	Keller Williams Realty LR Branch	21	\$4,499,900	\$214,280	0.21%
45	Dustin	Turner	Exp Realty	17	\$4,482,300	\$263,664	0.21%
46	Brad	Miles	Crye Leike REALTORS NLR Branch	12	\$4,428,799	\$369,066	0.21%
47	Nancy	Bergeron	Keller Williams Realty Hot Springs	22.5	\$4,312,125	\$191,650	0.20%
48	Denise	Hipskind	IREalty Arkansas Benton	16	\$4,271,700	\$266,981	0.20%
49	Jennifer	Adkins	Adkins & Associates Real Estate	11	\$4,114,400	\$374,036	0.20%
50	Lauren	Clark	Charlotte John Company (Little Rock)	11	\$4,036,635	\$366,966	0.20%

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TOP 200 STANDINGS

As reported in CARMLS — Residential Home Sales Only — through May 4, 2023

As reported in CARMLS — Single Family Residential Sales Only

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
51	Ryan	Stephens	Engel & Volkers	14	\$4,017,500	\$286,964	0.20%
52	Debi	Jones	Trademark Real Estate, Inc.	15	\$3,961,300	\$264,086	0.20%
53	Carol	Slattery	Crye Leike REALTORS NLR Branch	13	\$3,916,800	\$301,292	0.20%
54	Inez	Reeder	CBRPM WLR	12	\$3,875,500	\$322,958	0.20%
55	Charlotte	Hitchens	RE/MAX of Hot Springs Village	8.5	\$3,859,000	\$454,000	0.20%
56	Stephanie	Tharp	Jon Underhill Real Estate	7	\$3,821,900	\$545,985	0.20%
57	Janae	Cook Richards	Taylor Realty Group HSV	15.5	\$3,799,900	\$245,154	0.20%
58	Jim	McAdams	CBRPM Hot Springs	3.5	\$3,747,250	\$1,070,642	0.19%
59	Mandy	Knaack	PorchLight Realty	14	\$3,723,800	\$265,985	0.19%
60	Kimberly	Taylor	Taylor Realty Group HSV	9	\$3,714,000	\$412,666	0.19%
61	Jesse	Jeffers	Edge Realty Cabot	12	\$3,638,100	\$303,175	0.19%
62	Danielle	Blair	Crossroads Realty Group	8	\$3,628,700	\$453,587	0.19%
63	Tammy	Browning	Trademark Real Estate, Inc.	7	\$3,623,000	\$517,571	0.19%
64	Annette	Hurley	RE/MAX Elite	8	\$3,607,500	\$450,937	0.19%
65	Chris	Marsh	Capital Sotheby's International Realty	5	\$3,603,760	\$720,752	0.19%
66	Debra	Stewart	RE/MAX Homefinders	14.5	\$3,570,810	\$246,262	0.18%
67	Paul	Roberts	Crye Leike REALTORS	7.5	\$3,558,750	\$474,500	0.18%
68	Karen	Hudspeth	McGraw Realtors	8	\$3,525,500	\$440,687	0.18%
69	Will	Smith	Bailey & Company Real Estate	5	\$3,520,000	\$704,000	0.18%
70	Libby	Uttley	Re/Max Elite NLR	14	\$3,489,380	\$249,241	0.18%
71	April	Findlay	Charlotte John Company (Little Rock)	9.5	\$3,487,900	\$367,147	0.18%
72	Michael	Holdiness	Taylor Realty Group HSV	10	\$3,379,000	\$337,900	0.18%
73	Jim	Harbour	RE/MAX of Hot Springs Village	12	\$3,369,400	\$280,783	0.18%
74	Will	Henley	ERA TEAM Real Estate	16	\$3,357,600	\$209,850	0.17%
75	Jill	Coker	Baxley Penfield Moudy Realtors	11	\$3,292,514	\$299,319	0.17%
76	Alissa	Nead	RE/MAX of Hot Springs Village	10	\$3,291,500	\$329,150	0.17%
77	Missy	Brown	PorchLight Realty	17	\$3,247,466	\$191,027	0.17%
78	Tracey	Wheelington	ESQ. Realty Group Hot Springs	6	\$3,241,000	\$540,166	0.17%
79	Kristen	Kennon	IRealty Arkansas Sherwood	10	\$3,226,500	\$322,650	0.17%
80	Linda	Sanders	Crye Leike REALTORS Kanis Branch	11	\$3,214,400	\$292,218	0.16%
81	LuAnn	Campbell	Crye Leike REALTORS NLR Branch	14	\$3,179,900	\$227,135	0.16%
82	Joanna	White	Bailey & Company Real Estate	10	\$3,163,400	\$316,340	0.16%
83	Jojo	Carter	Engel & Volkers	7	\$3,138,900	\$448,414	0.16%
84	Kayla	Jones	IRealty Arkansas Benton	9	\$3,107,950	\$345,327	0.16%

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
85	Brandon	Howard	Exp Realty	14	\$3,081,460	\$220,104	0.16%
86	Brenda	Langley	RE/MAX of Hot Springs Village	8	\$3,058,000	\$382,250	0.16%
87	Kelly	Johnson	Janet Jones Company	9	\$3,020,500	\$335,611	0.16%
88	Madeline	Blackwell	Crye Leike REALTORS NLR Branch	3	\$3,020,000	\$1,006,666	0.16%
89	Matty	Ross	Charlotte John Company (Little Rock)	8	\$3,016,500	\$377,062	0.16%
90	Lindsey	Blaylock	Bailey & Company Real Estate	7	\$2,996,000	\$428,000	0.16%
91	Ken	Maier	Keller Williams Realty LR Branch	10	\$2,949,068	\$294,906	0.16%
92	Beau	Durbin	ESQ. Realty Group Hot Springs	6	\$2,928,800	\$488,133	0.16%
93	Rita	French	PorchLight Realty	9	\$2,924,100	\$324,900	0.16%
94	Marva	Caldwell	CBRPM Midtown	10	\$2,920,160	\$292,016	0.15%
95	Rachelle	McClard	Lake Homes Realty, LLC	8	\$2,915,000	\$364,375	0.15%
96	Michelle	Hagerman	McKimmy Associates REALTORS NLR	6.5	\$2,901,569	\$446,395	0.15%
97	Will	Lindsay III	United Country Real Estate	7	\$2,899,000	\$414,142	0.15%
98	Teresa	Cogovan	Century 21 Parker & Scroggins Realty	12	\$2,878,400	\$239,866	0.15%
99	Catherine	Langley	Janet Jones Company	7	\$2,877,400	\$411,057	0.15%
100	Amy	Eden	CBRPM Saline County	13	\$2,876,800	\$221,292	0.15%

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TOP 200 STANDINGS

As reported in CARMLS — Residential Home Sales Only — through May 4, 2023

As reported in CARMLS — Single Family Residential Sales Only

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
101	Douglas	Turner	Janet Jones Company	4	\$2,847,000	\$711,750	0.15%
102	Pam	Boynton	Taylor Realty Group HSV	6	\$2,845,000	\$474,166	0.15%
103	Shanel	Harris	Keller Williams Realty LR Branch	13	\$2,840,525	\$218,501	0.15%
104	Ashley	Branch	Edge Realty	10	\$2,832,875	\$283,287	0.15%
105	Tim	Bennett	Baxley Penfield Moudy Realtors	10	\$2,821,800	\$282,180	0.15%
106	Allison	Pickell	CBRPM Midtown	8	\$2,811,500	\$351,437	0.15%
107	Melissa	Glidden	Capital Sotheby's International Realty	8.5	\$2,809,900	\$330,576	0.15%
108	Jonathan	Sketas	Carle Properties	10	\$2,804,000	\$280,400	0.14%
109	Kim	Walker	Trademark Real Estate, Inc.	9	\$2,800,400	\$311,155	0.14%
110	Jennifer	Green	IRealty Arkansas Benton	7	\$2,789,400	\$398,485	0.14%
111	Michelle	Honea	Keller Williams Realty LR Branch	6	\$2,785,500	\$464,250	0.14%
112	Alaina	Revak	Century 21 Parker & Scroggins Realty	7.5	\$2,780,300	\$370,706	0.14%
113	Kevin	Newcomb	Janet Jones Company	6	\$2,702,800	\$450,466	0.14%
114	Charlene	O'Neal	Crye Leike REALTORS	5	\$2,683,500	\$536,700	0.14%
115	Lindsey	Roddy	McGraw Realtors	9	\$2,667,000	\$296,333	0.14%
116	Keith	Hill	Keller Williams Realty LR Branch	4	\$2,663,900	\$665,975	0.14%
117	Butch	Higginbotham	Century 21 Parker & Scroggins Realty Bryant	10	\$2,638,677	\$263,867	0.14%
118	Myranda	Grulke	Charlotte John Company (Little Rock)	10.5	\$2,630,000	\$250,476	0.14%
119	Stacy	O'Gary	RE/MAX Real Estate Connection	12	\$2,624,700	\$218,725	0.14%
120	Coty	Skinner	Realty Brokers of Arkansas	11	\$2,606,620	\$236,965	0.14%
121	Amy	Hubbard	Century 21 Parker & Scroggins Realty	8	\$2,603,225	\$325,403	0.14%
122	Mindy	Strand	Edge Realty	11.5	\$2,602,350	\$226,291	0.14%
123	Stephen	Inman Crawley	Rix Realty Advantage Team Realtors	9	\$2,593,000	\$288,111	0.13%
124	Devan	Hope	Century 21 Parker & Scroggins Realty Bryant	7	\$2,587,600	\$369,657	0.13%
125	Brandy	Garner	Century 21 Parker & Scroggins Realty	11	\$2,564,325	\$233,120	0.13%
126	Joshua	Hester	Century 21 Parker & Scroggins Realty	12	\$2,554,385	\$212,865	0.13%
127	Jeannie	Johnson	RE/MAX Elite	9	\$2,554,193	\$283,799	0.13%
128	Becky	Tanner	Tanner Realty	5	\$2,553,500	\$510,700	0.13%
129	Dana	Kellerman	CBRPM Maumelle	9	\$2,550,350	\$283,372	0.13%
130	Amy	Glover Bryant	CBRPM Midtown	11	\$2,546,700	\$231,518	0.13%
131	Steve	Clemons	Exp Realty	12	\$2,541,000	\$211,750	0.13%
132	Jamie	Hoffman	River Rock Realty Company	23	\$2,516,900	\$109,430	0.13%
133	Kathy	Fortner	Keller Williams Realty LR Branch	10	\$2,498,046	\$249,804	0.13%
134	Scott	Garibay	Hot Springs Realty	7	\$2,486,000	\$355,142	0.13%

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
135	Lee	Smith	Signature Properties	10	\$2,479,400	\$247,940	0.13%
136	Karen	Hall Fore	IRealty Arkansas Sherwood	11.5	\$2,474,100	\$215,139	0.13%
137	Joy	Lile	Old South Realty	7	\$2,461,200	\$351,600	0.13%
138	Kathie	Devilbiss	Diamondhead Realty	8	\$2,440,000	\$305,000	0.13%
139	John	Selva	Engel & Volkers	8	\$2,432,400	\$304,050	0.12%
140	Courtney	Jones	Century 21 Parker & Scroggins Realty Bryant	10	\$2,425,900	\$242,590	0.12%
141	Sandy	Sanders	Adkins & Associates Real Estate	12	\$2,421,350	\$201,779	0.12%
142	Jaird	Minton	IRealty Arkansas Sherwood	9.5	\$2,407,180	\$253,387	0.12%
143	Sherry	Smith	Crye Leike REALTORS	3.5	\$2,402,500	\$686,428	0.12%
144	Tammy	King	Century 21 Parker & Scroggins Realty Bryant	10	\$2,395,800	\$239,580	0.12%
145	Staci	Medlock	Re/Max Elite NLR	11	\$2,368,480	\$215,316	0.12%
146	Donna	Dailey	Janet Jones Company	5	\$2,366,200	\$473,240	0.12%
147	Deb	Seibert	Hot Springs Village Real Estate	9	\$2,356,900	\$261,877	0.12%
148	Valerie	Moran	Crye Leike REALTORS Kanis Branch	8	\$2,338,618	\$292,327	0.12%
149	Tracy	Smith	Michele Phillips & Co. REALTORS	10	\$2,333,400	\$233,340	0.11%
150	Catherine	Young	Jon Underhill Real Estate	3	\$2,330,500	\$776,833	0.11%

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TOP 200 STANDINGS

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151	Rebecca	Finney	Keller Williams Realty LR Branch	10.5	\$2,322,600	\$221,200	0.11%
152	Haley	Ward	Truman Ball Real Estate	9	\$2,312,400	\$256,933	0.11%
153	Ashley	East	Janet Jones Company	5	\$2,291,640	\$458,328	0.11%
154	Christy	Robinson	Keller Williams Realty LR Branch	9	\$2,289,099	\$254,344	0.11%
155	Ray	Ellen	Real Broker	9	\$2,288,000	\$254,222	0.11%
156	Hunter	Ray	Ultra Properties	10	\$2,278,900	\$227,890	0.11%
157	Sheryl	McKelvey	Charlotte John Company (Little Rock)	6	\$2,267,740	\$377,956	0.11%
158	Elise	Thrasher	IRealty Arkansas Benton	10	\$2,220,000	\$222,000	0.11%
159	Mitsy	Tharp	Signature Properties	6	\$2,218,400	\$369,733	0.11%
160	Stacy	Hamilton	CBRPM WLR	6	\$2,200,000	\$366,666	0.11%
161	Frank	Yang	Keller Williams Realty LR Branch	7	\$2,199,900	\$314,271	0.11%
162	Tara	Helgestad	Lotus Realty	26	\$2,190,895	\$84,265	0.11%
163	Tonya	Perkins	PorchLight Realty	11	\$2,187,400	\$198,854	0.11%
164	Tamara	Miles	Edge Realty	11	\$2,183,565	\$198,505	0.11%
165	Bob	Bushmiaer	Janet Jones Company	6	\$2,183,347	\$363,891	0.11%
166	Sharon	Tremor	Trademark HSV Real Estate	11	\$2,181,500	\$198,318	0.11%
167	Karen	Crowson	Crye Leike REALTORS Benton Branch	6.5	\$2,175,500	\$334,692	0.11%
168	Sara	Thorpe	Real Broker	8.5	\$2,172,500	\$255,588	0.10%
169	Darryl	Cothron	Taylor Realty Group HSV	5	\$2,172,500	\$434,500	0.10%
170	Connie	Vaden	Trademark HSV Real Estate	5	\$2,169,900	\$433,980	0.10%
171	Leighann	Bussell	Century 21 Parker & Scroggins Realty	10	\$2,167,500	\$216,750	0.10%
172	Scott	Deaton	Deaton Group Realty	11	\$2,159,300	\$196,300	0.10%
173	Natalie	Caldwell	Crye Leike REALTORS	8	\$2,158,000	\$269,750	0.10%
174	Angela	Banks	Trademark HSV Real Estate	9	\$2,156,156	\$239,572	0.10%
175	Jan	Galloway	Trademark Real Estate, Inc.	6	\$2,151,000	\$358,500	0.10%
176	Joshua	Cole	Venture Realty Group	8	\$2,150,380	\$268,797	0.10%
177	Sharon	Adkins	Adkins & Associates Real Estate	9	\$2,129,950	\$236,661	0.10%
178	Ralph	Goacher	RE/MAX Affiliates Realty	12	\$2,128,648	\$177,387	0.10%
179	Estefany	Castillo	Vylla Home	10	\$2,126,900	\$212,690	0.10%
180	Carolyn	Trusty	CBRPM Saline County	7	\$2,117,275	\$302,467	0.10%
181	Karen	Thornton	Michele Phillips & Co. REALTORS	10	\$2,114,900	\$211,490	0.10%
182	Tara Jane	Norwood	ESQ. Realty Group Hot Springs	7.5	\$2,095,500	\$279,400	0.10%
183	Dawn	Scott	Janet Jones Company	4	\$2,095,000	\$523,750	0.10%
184	Ross	Robinson	McKimmy Associates REALTORS NLR	8	\$2,069,000	\$258,625	0.10%

As reported in CARMLS — Single Family Residential Sales Only

Rank	First Name	Last Name	Office	Units	Volume	Average	% Volume
185	Ramsy	Shuffield	Rackley Realty	7	\$2,061,100	\$294,442	0.10%
186	Kaylee	Dodson	IRealty Arkansas Benton	8	\$2,060,900	\$257,612	0.10%
187	Scott	Smith	Crye Leike REALTORS	2.5	\$2,052,500	\$821,000	0.10%
188	Angela	Allen Eggers	Crye Leike Realtors Financial Centre Branch	21	\$2,050,490	\$97,642	0.10%
189	Nathan	Thompson	Keller Williams Realty LR Branch	8	\$2,049,999	\$256,249	0.10%
190	Mary	Crismon	Janet Jones Company	6	\$2,030,595	\$338,432	0.10%
191	Arlene	Blann	CBRPM WLR	2	\$2,025,000	\$1,012,500	0.10%
192	Jim	Young	Edge Realty	6	\$2,021,478	\$336,913	0.10%
193	Emily	Young	Charlotte John Company (Little Rock)	3	\$2,005,000	\$668,333	0.09%
194	Marilyn	Lee	CBRPM NLR	8	\$1,989,500	\$248,687	0.09%
195	Jean Clare	Dickerson	Century 21 Parker & Scroggins Realty Hot Springs	7	\$1,987,312	\$283,901	0.09%
196	Mary	Lowry	ERA TEAM Real Estate	7	\$1,984,000	\$283,428	0.09%
197	Lydia	McCarthy	Big Red Realty	6	\$1,980,000	\$330,000	0.09%
198	Andy	Meyers	Meyers Realty Company	5.5	\$1,972,500	\$358,636	0.09%
199	Brooks	Jansen	Adkins & Associates Real Estate	4	\$1,969,650	\$492,412	0.09%
200	Carolyn	Cobb	CBRPM WLR	7	\$1,968,600	\$281,228	0.09%

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually. Central Arkansas Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS.

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