

PRESS RELEASE

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Lake Norman Realty Expands Team to Prepare for Market Growth

Lake Norman Realty President, Abigail Jennings, recently announced the addition of nine seasoned real estate agents to the team: Rose Cramer, Tracy Frazier, Carol Laney, Audra Lattimore, Adam McCall, Douglas Mumaw, Michelle Nantz, Jen Schafer, and David Walker. "We are so pleased to have the addition of these associates on board with us. Their profiles of success, years of real estate experience, and dedication to customer service made them a perfect fit at Lake Norman Realty," said Jennings. "Each of these new associates adds something unique to the Lake Norman Realty team and by expanding our team we positively impact the market."

Rose Cramer

A Realtor since 2003, Rose Cramer never gets tired of helping people. One of her greatest loves is working with first time home buyers and helping them find their dream home. Rose's work ethic and passion are evident as she has been nominated as a Charlotte Five Star Realtor three years running.

Rose is a licensed real estate in broker for North and South Carolina. She is a member of the Denver Area Business Association, Charlotte Regional Realtors Association and Charlotte MLS.

When not in the office or with clients, Rose enjoys boating, reading and playing with her grandchild. She and her husband Robert have lived in the Lake Norman area for 12 years. Prior to that, they lived in Pennsylvania for 18 years.

Rose chose to affiliate with Lake Norman Realty, Inc. because of its caring attitude toward its associates and clients.

Broker/REALTOR, 704.483.1518, Denver Office, RoseC@LakeNormanRealty.com

Tracy Frazier

Tracy knows Lake Norman! A specialist in waterfront homes and property, Tracy has lived in the Lake Norman area for 17 years and knows all the "ins and outs" of our great lake's 512 mile shoreline.

Tracy is a high energy and dedicated real estate professional. She is a recipient of the coveted GRI designation, and uses her advanced training to exceed the expectations of her clients' real estate needs. Tracy has been featured in Lake Norman Woman Magazine for her real estate savvy as former owner of her own boutique Lake Norman real estate company. Prior to her career in real estate she was an Account Executive with a marketing design firm and was also co-owner of Expressions Dance Studio. Tracy holds a B.A. in Communication and an M.S. in Journalism-Advertising from West Virginia University. Through all of her talents, education, and experience Tracy brings the best to her clients.

When she is not helping her clients realize their dreams, she is active with her two daughters, Abigail and Madison. Together they enjoy boating, snorkeling, traveling – anything related to water!

“We are proud to be associated with Tracy. Her diligence and knowledge is above the ordinary, and she truly goes above and beyond,” said Abigail Jennings. When asked why she chose to be affiliated with Lake Norman Realty, Tracy answered, “I love the many benefits of the large firm combined with the intimate, family feel, both of which Lake Norman Realty offer.”

Broker/REALTOR, GRI, 704.892.9673, Cornelius Office, TracyF@LakeNormanRealty.com

Carol Laney

Carol Laney is a 30-year veteran Realtor and a recipient of the distinguished GRI designation. She has consistently been named as a Top Producer and Top Listings agent for many years. Her calm, caring personality and sharp eye for detail, make her a favorite among clients. Carol's market expertise covers all of Lake Norman, including Denver, Lincolnton, Maiden and Sherrills Ford. She chose to become associated with Lake Norman Realty because of their outstanding reputation in the community.

Carol is a graduate of King College in Bristol, TN., and has also studied at Queens College in Charlotte, NC. Prior to becoming a Realtor, Carol worked as a Programmer/Analyst for 13 years with Eastern Airlines. Carol and her husband Mickey have called Lake Norman home for 40 years. They have two grown children and three grandchildren, with whom Carol loves spending quality time.

Carol is very involved with her church, teaching Sunday School to a class of precious five-year-olds and participating in international mission trips. Eyeglass clinics are a special focus of her mission work. Carol collects donated eyeglasses and distributes them to those in need in Brazil and Costa Rica. To facilitate this work, Carol was trained by a local ophthalmologist to conduct simple eye exams. Donations of used eyeglasses (preferably reading glasses), as well as used sunglasses are always appreciated.

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Audra Lattimore

Born and raised in northern Virginia, Audra has been living in the Lake Norman area for the past 8 years with her sons, Austin and Danny. They decided to move here after attending a gathering for boating enthusiasts. Audra wanted a safe, family friendly area to raise her boys and Lake Norman fit the bill.

Audra enjoys staying very active with her family, friends and community. She is an avid boater and is scuba certified. She is a former member of civil air patrol and plans on getting her pilot's license one day. Her other hobbies include snow skiing, dancing, traveling, and volunteering. Audra is a member of the Lincoln County Board of Realtors, National Association of Realtors, the Lincoln County school system as a proctor, and formerly, the Lincoln County Board of Elections as a Chief Judge.

Prior to entering the real estate business 7 years ago, she owned a telecommunications company serving Virginia, Maryland and Washington DC. She analyzed the needs of her customers, designed the telecommunications systems and provided customer support. Since relocating to the area, she has also owned and operated a cab service. When Audra sees a need, she finds a way to provide the service.

Real estate is the career that has provided her with the most satisfaction. Audra says, "When I see buyers of all ages after the closing smiling from ear to ear, I know I have done my job well. The same goes for sellers I have represented and the referrals I have received because of the service I provided."

She continues, "I have always been a hands-on person. Always striving to be the best no matter what the task. I don't wait for business to come to me. I create the business I have imagined. I believe my background in communications and marketing will prove to be a successful merger with your needs and desires in any real estate transaction."

In addition to her designation as a Broker, Audra is also an Accredited Buyer Representative (ABR) and Certified Residential Specialist (CRS). When asked why she chose Lake Norman Realty, she explains that she shares Lake Norman Realty's vision for the future. She understands the wants and needs of clients looking for property in the Lake Norman & surrounding areas and helps them to achieve an active and engaging lifestyle. Her mission is to provide extraordinary customer service beyond ordinary expectations in order to build lifelong relationships.

Broker/REALTOR, 704.483.1518, Denver Office, AudraL@LakeNormanRealty.com

Adam McCall

A real estate broker since 2007, Adam is licensed by the North Carolina Real Estate Commission and an active member of the local, state and national REALTORS associations. His primary real estate focus is the Lake Norman area residential market.

Adam was born and raised in the Charlotte/Mountain Island area and is a graduate of Harding High School and CPCC. He and his wife Mary have four sons and a daughter. They have called Lake Norman home since 2008. Adam enjoys working in his community as a member of the Denver Baptist Church, and volunteer for Cub Scout Pack 89. In his spare moments of leisure he enjoys working on cars.

Adam's main reason for choosing Lake Norman Realty is because "while so many firms are downsizing, Lake Norman Realty has substantially grown and flourished." He also says that he knew and trusted many of the outstanding agents that are now his teammates..

Broker/REALTOR, 704.483.1518, Denver Office, AdamM@LakeNormanRealty.com

Douglas Mumaw

Douglas is licensed by the North Carolina Real Estate Commission and is also a member of the local, state, and national REALTORS associations. In addition, he has received post-licensing training at Lake Norman Realty, which encompasses all aspects of real estate transactions, providing mastery of the latest proven professional techniques.

Before starting a career in real estate, Douglas was the owner/writer/director/choreographer of an independent theater company for 25 years. An interesting fact about Douglas is that he has performed over 10,000 sword fighting/comedy shows since 1989.

Douglas and his wife Jennifer lived in many areas of the U.S. including Ohio, Wisconsin, Virginia and Arizona before calling Lake Norman home six years ago..

Douglas' educational background includes a Bachelors of Science degree in Communications from James Madison University. He is also a certified instructor with the Society of American Fight Directors. The honor of Most Promising Teacher of the Year was bestowed upon him in 1989.

To relax, Douglas enjoys photography, gardening, playing the guitar and singing. He is a member of the United States Equine Rescue League, Renaissance Entertainers Services, Crafters United and Therapy Dogs International.

When asked why he chose Lake Norman Realty, he answered, "They offered me the best customer service of anyone in the area and that's what I intend to offer, too."

Broker/REALTOR, 704-881-0771, Statesville Office, DougM@LakeNormanRealty.com

Michelle Nantz

There are many qualities and skills that go into being an excellent real estate professional: integrity, in-depth community and market knowledge, marketing savvy, effective negotiation skills, and a high-quality professional network. Michelle Nantz has all these.

In 2003, Michelle began her career in real estate, after a successful career in restaurant and hotel management with her last position as Regional Director of Operations running 56 hotels throughout two states. She owes her success in real estate and management to her expertise in people skills, managing, negotiating, and follow-up. However, it is Michelle's dedication to quality customer service that she ultimately credits her success. "In my experience as a Lake Norman real estate professional, I've found that providing the very best service is essentially about putting my clients first. This means keeping myself accessible, being a good listener as well as a good communicator, and responding quickly to their needs," Michelle noted.

This "client first" philosophy, combined with continual personal improvement and keeping up-to-date with the latest technologies, is a cornerstone of both Michelle's and Lake Norman Realty's business philosophy. In addition to Michelle's extensive real estate education and her experience in the local market, she is also an Accredited Staging Professional®, which brings additional value to marketing her clients' homes.

Michelle and her family have made the Lake Norman area their home for over 10 years. In her rare leisure moments, you'll find Michelle with her three children and husband, or unwinding by gardening or reading. "I live and work in this community and only have the best interests of our community and its members in mind," says Michelle. Her community activities include participation in Denver Days, Relay for Life, and support for Christian Ministries and area schools.

Broker/REALTOR, 704.483.1518, Denver Office, MichelleN@LakeNormanRealty.com

Jennifer Schafer

Smart. Compassionate. Go Getter. Loves a challenge. These are just a few ways to describe Jen Schafer. Jen joined Lake Norman Realty in July of 2011 and specializes in the Mooresville and east side of Lake Norman.

Before combining her love of helping people and a career in real estate, she was employed in the Biotech Research/Education sector. She holds a BS in Genetic Biology, a BS in Developmental Biology, and a MS in Secondary Education, Science.

Jen is very active in her community with Habitat for Humanity and as a YMCA after school study volunteer. Previously she was very involved with Girls Inc. of America, AVID student mentoring and the Humane Society.

Jen and her fiancé, Chris, make their home in Mooresville and enjoy home renovations, skiing, local day trips, sight seeing and racing.

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David Walker

David has been a real estate broker licensed by the North Carolina Real Estate Commission since 2006. In addition, he is also a member of the local, state and national REALTORS associations. David enjoys assisting his clients with their real estate needs throughout the Lake Norman region.

David is a graduate of Wake Forest, Wheaton College and Gordon-Conwell Theological Seminary. He is active in the Westport Swim Club and Westport Baptist Church.

In his down time, David enjoys staying active by kayaking, swimming and fishing. David and his wife April have three grown children and have made the Lake Norman area their home since 1998. Previously, they have lived in South Carolina and Massachusetts.

David enjoys his association at Lake Norman Realty, where he says he has found a great professional company who puts people first and has a genuine concern for both family and business.

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In 2011, Lake Norman Realty marked its 34th year of excellence serving the Lake Norman community as a one-stop shop for real estate transactions. With offices in Cornelius, Mooresville, Davidson, Denver, and Statesville, the firm focuses on the Lake Norman region from Statesville to Charlotte. In addition to its full-service real estate services, Lake Norman Realty also offers in-house mortgages, insurance, a full spectrum of property leasing and management, and complete commercial and relocation services. For more details visit www.LakeNormanRealty.com.

For More Details, Contact:

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-----Pictures Attached-----
Included is a picture of each agent.